SUMMER CONVENTION NUMBER

# DISTIBULION ENVARENDUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Vol. 24, No. 8

J. P. C. Buttaing, 259 W. Sorn St. New York N. Y

August, 1925

AUG 3

### FEDERAL BIG SIX epartment of Agriculture

More power and speed. Increased earning capacity. Greater flexibility. These advantages are appreciated by the men in the moving and warehousing industry as proven by large increases in the sales of Federal Big Sixes.

FEDERAL MOTOR TRUCK CO.

Detroit, Michigan



LOWER COST per TON MILE

#### OFFICERS

WILLIAM J. HOGAN,
President and Treasurer
NORMAN METZGER,
Vice-President and Secretary
A. B. EFROYMSON,
Vice-President in Charge of Operation
H. A. GROFF,
Manager Accounting Department
J. S. GANO,
Manager Terminal Properties
F. L. SULLIVAN,
Manager Traffic Department
W. L. HOLZBAUR,
Chief Refrigerating Engineer



#### OPERATING

INTERSTATE TERMINAL WAREHOUSES, Inc. Cleveland, O.

NORTH PIER TERMINAL CO., Chicago (Subsidiary Interstate Terminal Warehouses, Inc.)

INDIANA REFRIGERATING CO., Indianapolis
(Subsidiary Interstate Terminal Warehouses, Inc.)

CINCINNATI TERMINAL WAREHOUSE

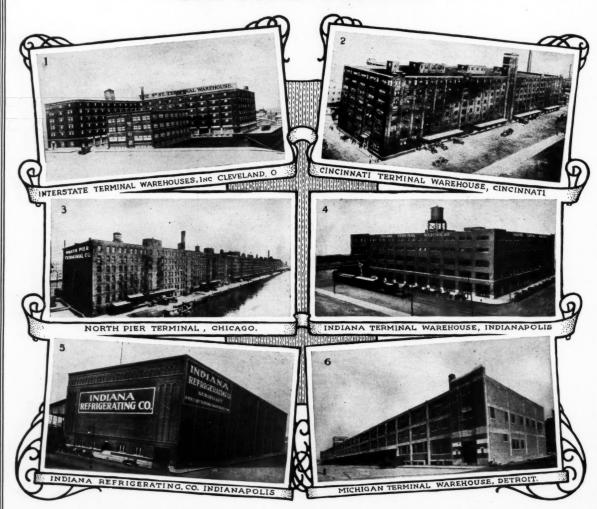
MICHIGAN TERMINAL WAREHOUSE Detroit

INDIANA TERMINAL WAREHOUSE Indianapolis

#### SIX REASONS WHY

### National Terminals Corporation

Can Serve You Best



Brokers' Offices · General Storage · Cold Storage · Forwarding · Distributing

**Executive Offices** 

240 South Pennsylvania Street INDIANAPOLIS, IND.

Chicago Office 589 East Illinois Street "Let



Do It"

-which, after all, is not only the easiest but the most satisfactory way, when you look at shipping from every standpoint.

Ask our nearest branch for details

#### TRANS-CONTINENTAL FREIGHT COMPANY

General Offices: 7 S. Dearborn St., Chicago

Eastern Offices: Woolworth Bldg., New York City

#### BRANCHES:

Boston Buffalo

Los Angeles

Philadelphia

San Francisco

Cincinnati

Cleveland Salt Lake City

Seattle Portland, Ore. Detroit

Denver

Minneapolis

St. Louis

St. Paul

Kansas City



LWAYS, the efficiency of motor truck transportation must be measured in ton miles per dollar. So measured, the constant advancements and improvements in the structure of General Motors Trucks show clearly their immense value to the haulage buyers of America. From the beginning of the truck industry, General Motors Truck Company has required GMC Trucks to show a consistent increase in the value of the service they perform. and a steady decrease in the cost of performing it.

General Motors Truck Company, Pontiac, Mich.

Division of General Motors Corporation

# General Motors Trucks

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

TRANSFER & STORAGE

Julian Chase, Directing Editor

Kent B. Stiles. Editor

Business Department: Andrew K. Murray, Business Manager

R. J. Kelly, 5 South Wabash Ave. Phone Central 7045

NEW YORK OFFICE P. J. O'Connor. Phone, PENnsylvania 0080

PUBLISHED ON THE FIRST OF EACH MONTH BY

THE CLASS JOURNAL CO.
U. P. C. Building, 239 West 39th Street, New York City
C. A. Musselman, President and General Manager

J. S. Hildreth, Director of Sales

E. M. Corey, Treasurer W. I. Ralph, Vice-President
Harry Tipper, Secretary

Owned by United Publishers Corporation, 239 West 39th St., New
York; CHARLES G. PHILLIPS, President; A. C. Parron, Vice-President;
FRITZ J. FRANK, Treasurer; H. J. REDFIELD, Secretary.

Copyright 1925, by the Class Journal Co.

#### Subscription Pates

United																																		
Canada	١.																													2	.50	per	year	
Foreign Sing	1	Co	ur	ıtı	1	ès	3								٠						•									3.	.00	per	year	9
Sing	gle	C	or	oie	S	,	2	00	3.	-	ea	ac	h	1;		e	X	C	ðŢ,	t	J	a	n	u	a	r	y	1	Ιg	Bu	е,	\$1.0	0	

Vol. 24 CONTENTS-AUGUST, 1925

No. 8

#### ARTICLES

National Furniture Warehousemen's Association Holds Constructive Convention. By Kent B. Stiles.	7
Improvement in Business Conditions Expected by Commercial Warehousemen. Story of A. W. A. Summer Convention. By Kent B. Stiles	18
Making the Motor Truck Pay All the Year 'Round. By P. L. Sniffin	24
Proper Use of Business Statistics Is Urged by National Chamber of Commerce	26
Public Warehousing and Economic Distribution. No. 5—Advertising Warehoused Stocks so as to Increase Sales and Develop Business. By H. A.	
Haring	27
The Removal and Warehousing Industry of Great Britain. By R. J. Armstrong	33

#### DEPARTMENTS

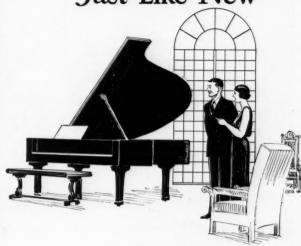
"Two Bits." (Vol. VI; No. 2)	35
What's What in New Buildings. (LXXXV and LXXXVI)	36
From the Legal Viewpoint. By George F. Kaiser	38
With the Associations	41
New Buildings, Incorporations, Etc	58
Convention Calendar	61

#### NEWS

Two Associations Expel the Ficke Warehouses	44
Elasticap Company Suffers \$150,000 Loss by Fire	44
L. L. Leonard Dies at N. F. W. A. Convention	46
Trans-Continental and Universal Are Merged	46
Lee Plant at Tampa a \$350,000 Project	48
Red Ball Certificate Revocation Is Upheld	48
Boston Warehousemen Are Against Free Port	50
Standardized Truck Built for Warehousing	50
Richards Organizes Company in Kalamazoo	52
Government Prosecutes for Receipt Violation	52
Santa Fe Completes Two Dallas Terminal Units	54
John J. Woodside, Atlanta Warehouseman, Is Dead	54

Classified	Advertising	129
Index to	General Advertisers	130
Index to	Shippers Index Advertisers131-132	133

# "It Came Through Just Like New"



#### That's How



Those who know the care and skill that enter into the handling of household goods shipped by JUDSON never let their treasured possessions be sold in preference to shipping them.

Judson Freight Forwarding Service is equipped to handle l. c. l. shipments at a distinct saving, too, because of extensive consolidated car movements.

Automobiles and household goods are handled for most U.S. points, and everywhere abroad.

Address our nearest office.

#### JUDSON FREIGHT FORWARDING CO.

Chicago, 446 Marquette Bldg. New York, 82 Beaver St. Pittsburgh, 437 Oliver Bldg. Boston, 640 Old South Bldg.

Philadelphia, 922 Drexel Bidg.
St. Louis, 1537 Boatmen's Bank Bidg.
Los Angeles, 517 Central
Bidg. San Francisco, 64 Pine St.



One of Four White Trucks in the Service of the Hollander Fireproof Warehouses

### "Operate with Less Expense" Says Hollander

WHITE Trucks are used profitably by hundreds of storage and warehouse companies. Because of their dependability they meet every requirement of the warehouseman in carrying every conceivable kind of loads—from fragile household goods, works of art and glassware to the heaviest machinery, safes and general products.

The Hollander Fireproof Warehouses, Chicago, operate four Whites, the company expressing its satisfaction with White performance as follows: "Our vans operate with less expense and trouble than any of the other makes of trucks we have owned. We have never received such complete cooperation from any truck manufacturer as

from The White Company, hence the reason we standardized on Whites."

The performance of White Trucks in the service of the Hollander Company is typical of the service Whites are giving warehousemen in all sections of the country. These owners know truck value and continue to increase their White fleets year after year.

Let us send you the booklet: "White Trucks in Moving, Storage, Warehouse and Transfer Service."

THE WHITE COMPANY, Cleveland

# WHITE TRUCKS

## Chicago Members

Who Are Operating and Can Service Claims Under the

### CASS & JOHANSING

#### NFW A Multiple Line Transportation Policy

Austin Express & Storage Co., Inc.

David Fireproof Storage Warehouses, Inc.

Drexel Fireproof Storage & Transfer Co., Inc.

Ellison Fireproof Storage Warehouse.

Empire Storage Co., Inc.
Federal Fireproof Storage

Federal Fireproof Storage Co., Inc.

F. A. Dearborn Fireproof Storage Co., Inc.

Garfield Fireproof Storage Co. Garfield Park Storage Co., Inc. Hamilton Park Warehouse.

Harder's Fireproof Storage & Van Co.

Hebard Storage Warehouses, Inc.

Hintz Express & Auto Van

Jackson's Express & Van Co.,

Lincoln Warehouse & Van Co., Inc.

Lindsay Storage Co. Midway Fireproof Storage. North Shore Fireproof Stor-

age Co., Inc.
Peterson's Express & Van Co.
Schwartz Bros. Storage &

Van Co.
Sheridan Storage Co.
Siebold Storage Co., Inc.
Verschoore's Fireproof Stor-

Verschoore's Fireproof Storage Co.

Warner Fireproof Warehouse. Werner Bros. Fireproof Storage Co., Inc.

Westfall Storage, Van & Express Co.

#### Endorsed and Recommended by

National Furniture Warehousemen's Association. Pacific Coast Furniture Warehousemen's Association.

Illinois Furniture Warehousemen's Association.

Michigan Furniture Warehousemen's Association.

Missouri Warehousemen's Association.

Policies Issued Only to Members of the N. F. W. A.

Over 200 Policies Now in Force

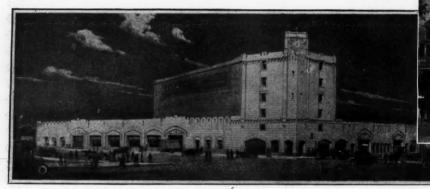
CASS & JOHANSING, 740 South Broadway, Los Angeles, California

R. M. Ferguson, 123 William St., New York City

Representative for New York, New Jersey and Pennsylvania.

સુદ્ર સુદ્

# Two New Kingsley Warehouses



Atlas Storage Warehouse Co., Philadelphia, Pa.

Coakley Bros. Fireproof Storage Co., Milwaukee, Wis.

### 9 Kingsley Warehouses Now Under Construction

Coakely Bros., Milwaukee Atlas, Philadelphia Advance, Philadelphia Burns & Nellis, Brooklyn Thomas Bros., Brooklyn

Evanston Fireproof Warehouse, Evanston, Ill.

Schwartz Bros. Storage &
Van Co., Chicago, Ill.

Blakeslees Storage Warehouses, Chicago

Tufts Express and Van Co., Chicago

The constant growth of Kingsley Warehouses is due to the fact that George S. Kingsley combines the understanding of the Warehouseman, the Engineer, the Architect, the Builder.

It is this rare combination of experience and training that accounts for the constantly growing list of Kingsley built warehouses.

Some clients have as many as eight plants—all Kingsley designed and constructed.



George

There is not a phase of the Warehouse Building Industry from beautifully designed exteriors to maximum amount of available storage space, that is lacking in the service rendered by Kingsley.

After all—satisfied owners mean more than anything else. There are a great many of these throughout the Industry—all made satisfied by Kingsley Service.

You will be served equally well. A consultation involves no obligation.

George S.

109 N. Dearborn St., Chicago, Ill.

arehouse

Kingsley

1452 Broadway, New York City

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

### DISTRIBUTION EVAREROUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Volume 24

**NEW YORK, AUGUST, 1925** 

No. 8

### Sixth Constructive Convention Held by National Association

E. B. Gould Reelected President at Mackinac Island Meeting at which Furniture Warehousemen's Organization Builds for the Future. The Story—

By KENT B. STILES

ITH a membership of 750 companies engaged in the public household goods storage business the National Furniture Warehousemen's Association on July 7-12 held its sixth annual convention at the spot where it was organized in 1920—the Grand Hotel on Mackinac Island, Mich.

E. B. ("Jay") Gould, San Diego, Cal., was elected president for a second one-year term, and Ralph J. Wood, Chicago, the secretary, and James F. Keenan, Pittsburgh, the treasurer, were continued in office, as were the four vice-presidents, S. C. Blackburn, Kansas City; Frank R. Palmateer, Los Angeles; William I. Ford, Dallas, and Walter E. Sweeting, Philadelphia.

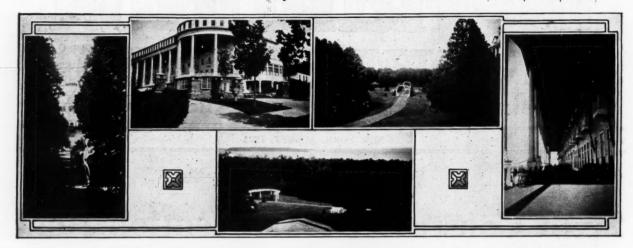
Four new directors were chosen, each for a threeyear term—D. R. Benedict, Knoxville, Tenn., secretary of the Southern Warehousemen's Association; Julian M. Gibson, St. Louis, president of the Missouri Warehousemen's Association; Joseph H. Meyer, Chicago, and C. Van Wyck Mott, Washington, D. C.

A convention fight regarding one of the directorships was averted through conciliation. Several months previously Charles S. Morris, New York, the association's first president and who subsequently served continuously as a director, had been nominated by the eastern division as its candidate for the board of directors. Shortly before the convention Mr. Morris withdrew his name. Two opposition eastern factions presented names—William F. Hahn and William R. Wood, both of New York City, Mr. Wood being president of the New York Furniture Warehousemen's Association. At Mackinac both Mr. Hahn and Mr. Wood had their names withdrawn and the eastern division unanimously presented C. Van Wyck Mott of Washington, D. C.

Between 250 and 300 members and guests attended the convention, which was constructively a business one, with golf, baseball and swimming as sidelights. Subjects considered included inter-city removals, legislation, uniform methods, rates, cost accounting, advertising and insurance. A number of definite policies for future guidance were outlined, and the consensus of opinion, as based on reports regarding the industry's condition generally, was that the business of furniture warehousing was on the upswing, as compared with the recent past, with price lashing and unfair competition as the major deterrent factors.

A synopsis-report of what took place at Mackinac follows:

#### The Scenery That Is Mackinac's



This is the setting of four out of six of the National's annual conventions. Here the N. F. W. A. was organized in 1920—in a locale of peacefulness after a period of strife within the ranks of the household goods storage industry. Here on four occasions has the association builded constructively until today its membership comprises 750 companies. Two of the views are of the Grand Hotel—the broad porch at the extreme right.

PRESIDENT GOULD opened the convention by inviting various association executives to take places of honor near the chair-Charles S. Morris, New York, and F. L. Bateman, Chicago, past N.F.W.A. presidents; Joseph W. Glenn, Buffalo, vice-president of the American Warehousemen's Association, who brought a message of "best greetings" from Gardner Poole, Boston, president of the A.W.A.; E. G. Mooney, Hartford, president of the Connecticut association; Ralph J. Wood, Chicago, President of the Illinois Furniture Warehousemen's Association; J. P. Woodworth, president of the Indiana association; H. H. Hardy, president of the Michigan association; T. J. Skellet, Minneapolis, president of the Minnesota association; Julian M. Gibson, St. Louis, president of the Missouri association; Willard Eldredge, Atlantic City, president of the New Jersey F.W.A.; Arthur Gatter, president of the Pacific Coast F.W.A.; F. E. Aaron, Philadelphia, president of the Pennsylvania F.W.A.; J. P. Ricks, Jackson, Miss., president of the Southern Warehousemen's Association, and J. H. Warren, Toronto, representing the national association in Canada. A telegram was read from John J. Neeser, New York, head of the A.W.A. household goods division, sending that division's friendly greetings.

In his report as president, Mr. Gould outlined his views on the meaning and purposes of a convention, declaring that the permanence of warehousing depended on adherence to the laws of square dealing and courteous and efficient service, with only a legitimate profit, and to a desire to obtain further knowledge and to disseminate that knowledge to warehousemen generally.

"The dissemination of this information is not unlawful, but is commended, and those associations which gather statistics for the benefit of their industries are not conspirators," he said.

Mr. Gould announced that the directors had authorized the secretary to build an outline of the rules of practice among members; to supplement the association's code of ethics. Looking into the future, he said:

#### E. B. Gould



Reelected President N. F. W. A.

"We are in a fortunate industry in that the changing condition of the country has not so seriously injured our business as it has others. Conditions are not as bad as in the past. Plenty of money is available in commercial and savings banks. We are still going through the period of reconstruction and a general leveling process. However, the crops are good and prices fair.

"I like what Vice-President Marshall said—'What this country needs is a good five-cent cigar'—and all that it means in reductions of costs and in economy. Costs must come down. Overhead must be cut. Waste must be eliminated and conservative management will win.

"Everyone is operating on a minimum stock and turnover. By standardizing our service at a fair profit and eliminating the unfair estimating we will be doing our part in this reconstruction program."

Ralph J. Wood, Chicago, in his report as secretary announced that the association had at last reached its goal, set about a year ago, of 750 members by this summer, with sixteen applications pending, and said that the fact that various members were building twenty-two warehouses and adding to five existing ones was an indication of prosperity within the industry.

"These seem to be signs of the times, and good signs," he said. "They are indications that the public is realizing the services and convenience of the warehousemen, and that warehousemen are not loafing on the job in their relations with one another nor in their attempts to maintain a dignified and ethical position by broadening the knowledge and making more favorable the general attitude of the public toward the warehouse industry."

Henry Reimers, Chicago, reporting as executive secretary, discussed in detail the association's varied problems and activities, including publication of The Furniture Warehouseman; the inter-city removals bureau; cost accounting; costs and salesmanship; cooperative buying; a household goods shipping and estimating guide; correspondent service; rail and motor transport; business ethics; competition; excess valuation; insurance; legislation; employee partnership; sources of income and economy. He gave some interesting statistics covering the work of the inter-city removals bureau

#### More of "Andy" Murray's Snapshots



Left to right: Art Leonard, Detroit, and George Rutherford, Cleveland, arranging golf tournament handicaps. Freddie Hahn, New York, and Charley Wightman, Philadelphia, looking things over. Walter Reid and Tom Murray, both of New York, at ease. Floyd Bateman, Chicago, and Willard Eldredge, Atlantic City, debating lakes vs. oceans. Walter Sweeting, Philadelphia, and J. H. Coughlin, New York, aboard ship.

from Nov. 1, 1924, to June 30, 1925, as follows:

Loads registered, 633; loads matched, 236; percentage of loads matched, 37 per cent; members' income from loads registered, \$94,950; average income per trip, \$150; income from matched loads, \$35,400; total average round trip mileage operated, 253,200 miles; average mileage per trip (return loads), 400 miles; average income per mile, 37½ cents; average income per mile (one way), 75 cents; average cubic feet per load, 610.

The cost of operating the bureau during the same period Mr. Reimers set down as follows:

Stationery, printing, telegraph, \$219.79; telephone, \$80; postage, \$160; one-half of one clerk's time, \$700; supervision, \$320; office space, light, etc., \$56. Total cost, \$1,535.79. Cost per month, \$192. Average cost of bureau operation per load registered, \$2.40. Percentage of bureau operating cost to total income on loads registered, 1½ per cent. Average cost of bureau operation per load matched, \$6.50. Percentage of bureau operating cost to total income reported on matched loads, 4.3 per cent.

Regarding accounting, Mr. Reimers said sixty-two members had ordered and installed the standard accounting system, while sixty-seven others had checked their own systems against the standard one and found them substantially the same or had changed their own to con-

Mr. Reimers said he had been making a study of the possibilities of cooperative buying and distribution and hoped soon to present something definite to the directors.

He urged cooperation by the National with all transportation bodies in respect to legislation regulating common carriers engaged in interstate commerce and said he was opposed to legislation that hampered natural development of motor transportation and that he believed the "convenience" and "necessity" provision in any bill to be a direct step toward retarding natural development.

Alluding to new sources of income Mr. Reimers said in part:

#### S. C. Blackburn



Reelected First Vice-president

"One source that is proving profitable is fumigation of upholstered furniture, pianos, rugs, woolens and furs, as well as the storage of woolens and furs. There is a wide field for this service.

I believe that aside from selling transit and fire insurance on goods stored in the warehouse you could profitably sell insurance on goods leaving storage for residence. These should be good fire insurance prospects and at the same time would keep you in touch with storage and removal customers."

Turning to conditions, Mr. Reimer said

his review of the situation showed that generally the furniture warehousing business had reached a normal level.

"Business today should not be compared with war and readjustment periods," he said. "Warehouse construction in some sections may be somewhat ahead of normal conditions. Now is the time to study and practice economy in warehouse operation and, if warehouse construction is ahead of the times, utilize excess facilities for other endeavors that naturally lend themselves to present conditions. In other words, to get proper return on your investment it might be desirable to branch into lines of business somewhat foreign to warehousing, such as space renting to jobbers, dealers, etc."

#### Regional Reports

REPORTS covering conditions in various parts of the country were submitted by or on behalf of the regional directors—S. C. Blackburn, Kansas City, central; Frank R. Palmateer, Los Angeles, western; W. I. Ford, Dallas, southern, and Walter E. Sweeting, Philadelphia, eastern.

In the central division the year was a peculiar one, Mr. Blackburn reported—in the same vicinities business and collections have been good, fair and slow, as based on replies received from divisional members in response to questionaires. For household storage business, 50 per cent reported conditions as fair, 30 per cent as good and 20 per cent as slow. Packing conditions were about similar, long distance removals having decreased packing revenue by from 15 to 60 per cent. Cartage business seemed to be better than either storage or packing. No labor troubles had been reported

Price-cutting had been frightful, par-

ticularly in the cartage branch, Mr. Blackburn said, although it prevailed in all branches. "In one city," he stated, "it is estimated that revenue from \$40,000 to \$50,000 per year is lost to the industry due to the price-cutting methods of one large company in that city. These figures are staggering, particularly so when there is absolutely no reason for this loss. The price of materials, or the cost of oil and gasoline, or the price of labor, seems to be not considered in making rates. It is an appalling situation, and it is hard to understand why business men of the intelligence of most of those engaged in our line of business will continue this practice. . . .

"It is healthy to report that one city advises there is no price-cutting, that things are air-tight. It is to be hoped that, with the spotted condition such as we have now, each of us will analyze his situation in a comprehensive way."

Mr. Palmateer, unable to attend the convention, reported that on the Pacific Coast strides in the industry were perhaps more rapid than in any other line of business. Conditions were good, with prospects bright. He believed Los Angeles to be 50 per cent overbuilt for warehousing, with 500,000 sq. ft. of space in steel and concrete plants unoccupied. Elsewhere in the division the warehouses were about 70 per cent filled.

Reporting for the southern division, Mr. Ford said conditions seemed to be good, both as regards to business in general and in the industry itself, with two exceptions: first, southern and southwestern Texas had suffered an unprecedented drought; second, a strong movement by people toward Florida was in evidence, benefitting Florida but affecting storage business elsewhere in the South.

Building was going forward in the South, Mr. Ford said, and labor conditions were favorable, and highways were being built, and "we of the South believe that an era of prosperity has set in"

Reporting for the eastern division, Mr. Sweeting expressed optimism. Whereas the late winter and early spring months witnessed "an average of poorer business, stiffer competition, more pricecuting and poorer collections" than experienced at any other time since the post-war boom, Mr. Sweeting said that a change came, in late May and early June, "so noticeable that the warehousemen whose faces had not carried a smile for months are present here today in the most jovial of moods." Comparing business with 1924, he said:

"Reports from New England indicate that the demand for storage is greater, moving about the same, and packing a little less. New York City and State, New Jersey, Pennsylvania and Delaware report business on all lines of our industry at somewhat lower ebb, Baltimore reports better demand for storage but less for moving and packing, whereas the District of Columbia reports greater storage and moving demand and less demand for packing. . . . Collections throughout the East are reported as fair, except in central and western

New York State, where they are slow. Taken as a whole, labor conditions have been satisfactory, the supply being ample, and there have been no labor difficulties. However, in several places there have been attempts at unionizations at least one of which has been successful." [New York City.]

#### **Budget Adopted**

AS chairman of the finance committee, Frank H. Hebard, Chicago, submitted a budget, which the directors already had approved, of approximately \$35,600, which exceeds by about \$300 the associa-

#### The Elections

OFFICERS for the sixth year of the life of the National Furniture Warehousemen's Association were re-elected at the Mackinac Island convention as follows:

President, E. B. Gould, secretary Pioneer Warehouse Co., San Diego, Cal.

First vice-president, S. C. Blackburn, president A-B-C Fireproof Warehouse Co., Kansas City.

Second vice-president, Frank L. Palmateer, president Fidelity Fire-proof Storage, Los Angeles.

Third vice-president, William I. Ford, president Inter-State Forwarding Co., Dallas.

Fourth vice-president, Walter E. Sweeting, president Atlas Storage Warehouse Co., Philadelphia.

Secretary, Ralph J. Wood, president Lincoln Warehouse & Van Co., Chicago.

Treasurer, James F. Keenan, president Haugh & Keenan Storage & Transfer Co., Pittsburgh.

The following were elected directors, each for a three-year term:

D. R. Benedict, manager Knoxville Fireproof Storage Co., Knoxville, Tenn.; Julian M. Gibson, vice-president New York Storage & Moving Co., St. Louis; Joseph H. Meyer, president Federal Fire Proof Storage Co., Chicago; Van Wyck Mott, secretary United States Storage Co., Inc., Washington, D. C.

tion's possible income. President Gould believed the budget had been prepared with such care that it would carry the National through the year, as some of the estimated expenditures could be scaled down. The convention went on record approving the amount of the budget.

Judson M. Davis, Los Angeles, reporting as chairman of the legislative committee, said that most of the legislation in the several States affecting warehousing was in regard to motor transport. "All over the country," he commented, "the idea seems to prevail that motor transportation must be regulated

and that in order to use the highways franchises or certificates of convenience and necessity must be obtained from the railroad or public utility commissions.

"If we could hold off legislation in the various States until the commissioners on uniform State laws could take the matter up, a bill might be drafted, after extended hearings from interested parties, that might be adopted, similar to the uniform warehouse receipt Act."

Mr. Davis concluded by urging that the N.F.W.A. arrange, with some company which publishes various court decisions, for such decisions to be placed in the legislative committee's possession for information and use. Walter C. Reid, New York, so moved and the convention approved the plan.

Discussion of legislative conditions developed that in Illinois the bill intended to place warehouses again under public utilities commission control had been defeated in the Senate after having passed the House; and that California's Governor had vetoed a measure designed to increase the gas tax to three cents from two.

Under the topic "What benefit can furniture warehousemen expect to derive from the regulation of motor trucks?" Frank C. Schmidt, Toledo, Ohio, who is prominently identified with the activities of the Ohio Association of Commercial Haulers, urged that the N.F.W.A. define a policy with regard to interstate regulation of motor vehicle common carriers and that the organization cooperate with other national interests in tackling this problem. W. Lee Orcutt, St. Louis, said the N.F.W.A. should go on record favoring an interstate reciprocity clause until Federal regulation became fact. President Gould said the association's directors favored some uniform method of regulation and he suggested that the Davis committee outline something definite in the way of a policy that the association might consider.

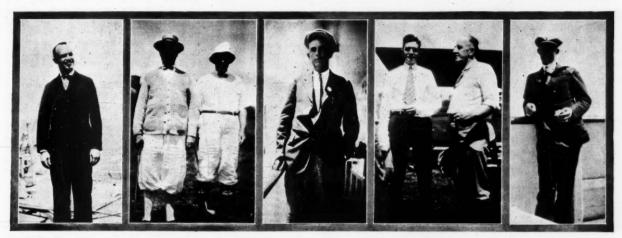
Discussing the question "How has the Ohio law affected our members?" C. J. Neal, Cleveland, said the Ohio statute was working satisfactorily for warehousemen with regard to rates. It was brought out that the Ohio law was not always being enforced and that this lack of enforcement was hurting the business of some Ohio storage companies.

The committee on industrial relations—Harvey B. Lyon, Oakland, Cal., chairman—reported that its conclusion was that nothing could take the place of personal interest displayed by an employer in employees and families; the committee urged that the employees be given best possible working conditions and the highest wages the employers could afford.

During discussion of the committee's report Daniel P. Bray, Kansas City, urged that open shop conditions be maintained everywhere and that the National advocate the open shop.

Reporting as chairman of the membership committee, Charles S. Morris, New York, said that notwithstanding the association's roll contained 750 com-

#### Smiles and Sport and Comfort



Left to right: A Californian laugh—"Jay" Gould, San Diego, was re-elected president. Arthur Morgan and Walter Gilbert, both of New York, in golfing attire. Bill Ford, Dallas warehouseman-lawyer, again chosen third vice-president. "Mike" Murray, Chicago, coaching Tom Jackson, Chicago, how to make a hole in a snappy 14. Milo Bekins, Los Angeles, rate demon.

panies, there still remained a fertile field of prospects of the right sort—from 100 to 200—for this "high school of commercial education."

#### Uniform Methods

THE report of the uniform methods committee—S. C. Blackburn, Kansas City, chairman—was presented sectionally:

Division of warehouse receipts by C. J. Hamilton, Baltimore, vice-chairman; division of standard forms by Buell G. Miller, Philadelphia, vice-chairman; division of standard packing and estimating by Henry M. Burgeon, Los Angeles, vice-chairman.

Mr. Hamilton alluded to the two forms adopted at the Charlevoix convention a year ago—the warehouse receipt and the storage application. To date, he reported at Mackinac, 26 members had purchased the receipt and about 50 members the storage application.

"For the proper and safe conduct of our business we must not lose sight of a very important fact," Mr. Hamilton's report said, "and that is that where any legal forms, such as the warehouse receipt and the storage application, are considered, their importance and legal value amount to very little if they are not universally used and acknowledged as standard. . . . It is earnestly hoped that some means may be found whereby the use of these two standard forms will meet with more popular favor among our members."

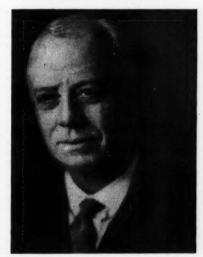
Mr. Miller presented seven forms, the first four being storage proposals and the other three being moving and shipping proposals. These are:

- 1. Final Form for Storage Proposal.
- 2. Storage Proposal.
- 3. Original Storage Proposal (white single sheet).
  - 4. Storage Proposal (folder style).

- 5. Final Form for Moving and Shipping.
- 6. Original Moving and Shipping Proposal (white single sheet).
- 7. Moving and Shipping Proposal (folder style).

On motion by Thomas J. Skellet, Minneapolis, the Miller report was accepted and the forms thus become the

#### Frank R. Palmateer



Reelected Second Vice-president

standard ones of the association. Inasmuch as the phraseology of the forms is subject to numerous changes, pending their issuance and distribution to the members, the forms are not illustrated herewith. The Miller report contained some detailed information as to how the forms may be used, and said:

"It is the hope of the committee that

those who work by contract, outsideprice, approximate-price, and time-andmaterial-without-price will find that the forms can be used to fit their needs. . . .

"In working toward the goal of standard proposal forms the committee has had ringing in its ears the constant demand by the members for "short, clear, concise terms, which can be understood by our customers and for simple blanks which do not confront the customers with a 'book of terms and conditions,' and softer, milder statements than 'the owner assumes all risks.'"

Of value as part of the Miller report were quotations, from various legal authorities, as to the exact meaning of the words "bailment," "bailor," "bailee," etc.

At this point in the convention President Gould announced that the General Motors Corp. had, through F. E. Aaron, Philadelphia, issued an invitation to N.F.W.A. members to inspect the GMC plant at Pontiac, Mich., en route to their homes. Many of the members subsequently took advantage of this opportunity.

A long talk on salesmanship was delivered by Charles Henry Mackintosh, a professional speaker.

#### Long Distance Removals

THE report of the committee on intercity and long distance removals was presented by the committee's chairman, Sidney S. David, Chicago, who pointed out that its most important work during the past year was the formation and subsequent promotion of the National's Inter-City Removals Bureau, which went into effect last November in the States of the central division.

The majority of the committee held to the opinion, Mr. David said, that the time was not ripe to accede to the suggestion of some that the Bureau should

#### "It's Always Fair Weather When"-



At top: Dobbin takes a bunch for a tour of the island. Left center: J. H. Coughlin, Bill Bostwick, Grant Wayne and Charley Morris, all of New York, with Floyd Bateman, Chicago, in the seat of honor. Left center: George Kindermann, New York; Tom Leonard, Detroit; Ed Murdoch, Pittsburgh, and Jim Walker, Memphis, waiting at the tee. At bottom: "California, Here I Come!"

extend its services to members of cartage and other organizations not identified with the N.F.W.A. He went on:

"The members of the Bureau now include a roster of 166 storage concerns, representing approximately 70 per cent of the total N.F.W.A. membership in the territory covered. The members in the other 30 per cent all of whom are eligible have not enrolled, for reasons best known to themselves.

#### Return Load Fee

"There is no charge or fee for Bureau membership. At the expiration of the first year period there will be a small fee charged for each and every return load alloted to a member, but there will be no charge for membership or for the registration of orders....

"There had been, when this report was compiled, a total net registration of 538 loads. The gross registration was somewhat larger, but through cancellations there were but 538 loads open for matching one with another. There have been more loads reported and matched since these figures were compiled, for the Bureau is functioning every day of the year. Of the 538 loads, the Bureau has matched 189 loads. This represents a total of 35 per cent, or better than one out of three. These 189 loads are loads which, but for the Bureau, would have

otherwise gone over the roads with an empty truck for half of the round trip.

"Each member who was allotted a return load received, in his 60 per cent of the gross proceeds, a fair compensation for the work which he did. Each member who surrendered a load to another received, in his 40 per cent of the proceeds, a profit which in most cases was far greater than he could have made had he handled the removal without a return load. Every party to a return load transaction through the Bureau has been entirely satisfied with the arrangements, and this goes for the customer as well as the truck owner.

"The matching of these 189 loads, one with another, surely has been a highly satisfactory accomplishment. It proves the possibilities in this movement as nothing else could prove it. It shows how easy it is to match loads when once the Bureau gets the registrations. And that is all the Bureau is—a clearing house for inter-city and long distance removal orders.

"The Bureau does not expect to match every load, even with the fullest registration and cooperation from each and every member. But we want to say right here, with the strongest emphasis, that the more numerous the registrations the greater the percentage of loads that can and will be matched. The

larger the variety on hand the greater the choice. The more you give the more you will get from the Bureau."

Mr. David said that either the long distance moving business already has been lost to the warehouseman, and he is getting a meagre share of the loads of household goods which are every day traveling across the roads of the central division, or the warehouseman has failed to realize and appreciate what the Bureau means to him. "If it is the former, then the Bureau may be too late," he commented, "but if it is the latter, then the warehouseman must awake before it is indeed too late."

Mr. David presented some statistics showing how registered members had cooperated. These ranged from one member who sent in the maximum number of loads, 71, to thirty-four members who sent in one load each.

#### Looking Ahead

AFTER considering various objections voiced in the past by members against the operation of the Bureau, Mr. David continued:

"The Bureau is for the future more than for today. But it must succeed today to save the future. It is designed not merely to make extra money for the warehouseman, but to save to him the long distance moving business which is rightfully his. To be blind to the present condition in the moving business, local and long distance, is to sit idly by and see that business die a slow death by outside and cut-rate strangulation."

The remedy against outside and unfair competition, Mr. David said, lay in the successful operation of the Bureau, explaining:

"You have in the Bureau a complete selling organization, with 166 offices, with standing, prestige and clever salesmen, and it does not cost you a cent unless it actually gets the business for you. Where else can you get so much for so little? You don't pay for failures! You don't pay for promises, but only for real, actual, money-paying return loads. . . . You can be sure the game is straight. There are no cold decks, no crooked dice, in the Bureau, no favoritism and no favorites. It is your own association and it gives every man a square deal. . . . With full cooperation from each and every member the Bureau will become a power for tremendous service to the industry and will achieve the ideals in which it was conceived."

Mr. David supplemented his formal report with a long talk on unfair competition and rate-cutting and lack of business ethics in the long distance removals business. As an outcome of what he said the convention voted it to be the policy of the membership that in a spirit of cooperation a member should, before removing stored goods from another's warehouse, make inquiry at that warehouse whether it would be all right for the first member to quote for withdrawal of those goods.

The committee on motor vans and moving equipment—W. Lee Cotter, Mansfield, Ohio, chairman—reported that it would be "foolish to attempt to establish a standard motor van body at this time," but that the advantages of standardization would be numerous:

"1. If plans and specifications could be prepared and circulated among the membership it would be possible to obtain bids from several body manufac-

"2. Body manufacturers could build a body for less money if they had a plan with sizes and quantities of material tabulated.

"3. The cost of building bodies would be less if a number of bodies of the same size and design could be built in one factory at one time.

"4. Weaknesses in design could be more readily determined and corrected in a standard unit than in one design specially for one single order."

On the other hand, the committee pointed out, a van of special design offered greater opportunity for individual advertising for a warehouseman than would a standard unit; and also territories varying in topography would require vans of varying sizes.

The committee suggested that there was "a substantial profit in long distance moving to result from the proper use of 4-wheel trailers," the report stating that "outside of some additional wear the added cost of pulling a trailer 100 miles would be the cost of approximately eight gallons of gasoline" and the cost of operating a trailer up to 100 miles a day would be approximately \$3. After further comments on trailer operation, the report expressed opinion that there would no doubt be "a tremendous development in the next few years in demountable bodies" through "elimination of non-productive time." The report concluded:

"The outstanding development in equipment for packing furniture in vans seems to be the canvas basket, which is rapidly eliminating the wooden box for the temporary packing of bedding, small pieces of furniture and certain bric-abrac."

#### Traffic

THE committee on traffic—David Bowes, Chicago, chairman—covered such topics as classification, bills of lading, improvement in business methods, routing, and reduction of damage and loss in household shipments.

Mr. Bowes reported that several months ago there was placed on the docket of the Consolidated Classification Committee a proposal for a change in the description of emigrant movables, which in effect would have increased carload rates on household goods to Pacific Coast and southern points. The committee sought the aid of railroad traffic officials to have the proposed change withdrawn and, Mr. Bowes said, "it is believed that a favorable understanding has been reached to that end."

New tariffs increasing carload rates in certain sections recently went into effect, the committee reported, but through its efforts the old rates were reinstated.

The right to use order bills of lading in shipping household goods "is firmly established by years of custom and practice," the committee reported, answering a member's inquiry on this point. Regarding the pactice of some warehousemen in failing in many instances to show the full routing on bills of lading and especially the names of delivering lines at destination, Mr. Bowes said:

"There is nothing more unfair to the receiving warehouseman and unsatisfactory to the owner of the goods than this form of delinquency, placing as it does upon the warehousman at destination the burden, loss of time, annoyance and expense of having to call on several different freight offices for information on an unrouted shipment."

The committee said it was convinced, from inquiry, that "there has been a great improvement in the observance of

#### Walter E. Sweeting



Reelected Fourth Vice-president

suggestions which have been made in previous reports such as proper marking, numbering of packages, descriptions of goods, prompt mailing of shipping papers and kindred matters."

Regarding the campaign in cooperation with the American Railway Association during the past few years to reduce loss and damage, Mr. Bowes said results had become gratifying. He cited figures showing that during the first quarter of 1925 the loss and damage decreased 25.4 per cent—22.5 per cent in January, 27.2 per cent in February and 26.9 per cent in March—as compared with the corresponding period in 1924.

One of the formal program questions under the traffic discussion had to do with special container service for household goods. Milo Bekins, Los Angeles, expressed opinion that it was only a question of time before the industry would work out a lift van service. Over any distance beyond 300 miles, he declared, the lift van was going to be popular with both warehouseman and customer.

Martin Kennelly, Chicago, moved that a committee study the possibilities of the situation and make a report at a future convention. President Gould said this would be referred to the Cotter committee on motor vans and motor equipment.

#### Rates

IN his report as chairman of the committee on rates Julian M. Gibson, St. Louis, recalled that at the January convention in Augusta the committee made recommendations "favoring a standard basis for quotations using fifty miles as a minimum on which to figure," and that for furniture removals "the rates should be figured on the cubic foot load basis for mile."

"Experience thus far in the operation of the Inter-City Removals Bureau," Mr. Gibson said at Mackinac, "does not warrant a change in the basis of the proposed rate structure."

The chief object of the January recommendations, Mr. Gibson explained, "was an attempt to educate the members to all talk the same language." Some were quoting rates at so much per mile regardless of short or long hauls; some were adding an hourly rate for loading and unloading; others a flat rate for the job, taking a great chance in getting all of the goods on one truck and suffering a great loss when found impossible to do so.

"The rates quoted in the basis recommended were the average prevailing rates being charged by the majority of the members," he said. "No attempt was made either to raise or lower the prevailing average rates, neither was any attempt made to dictate a minimum rate. Every member is free to make his own rates. It was hoped, and is again recommended, that the members in so far as possible will use this system or structure for quoting their rates and thus assist in the standardization of a language, so to speak."

Mr. Gibson said that a prominent warehouseman had written advocating a separate and specific loading and unloading charge in addition to the mileage basis, thus eliminating a flat charge for the first fifty miles of a long distance removal. He stated that the committee had purposely omitted recommending any such loading and unloading charge "for the reason that it was realized that it would so complicate the rate structure that such charge might be overlooked." In other words—

"Rates are greatly simplified by including in with the regular mileage haul an adequate charge for the loading and unloading. The railroads include the cost of loading and unloading in with the regular commodity rates, which to a great extent are constructed on a weight and mileage basis, and it cannot be denied that the cubic foot or bulk of each commodity is also taken into consideration in the making of railroad

Citing the contention of the committee's California members that "eventually the charge for long distance removals of household goods should be made on the actual weight of the goods," Mr. Gibson said:

"It would be much better to base the

deviation on the cubic foot measure of the load rather than on the rated tonnage of the chassis, because one warehouseman might put a body of 650 cubicfoot capacity on a 2-ton chassis while another warehouseman might put the same body on a 3 or 31/2-ton chassis; the same load of furniture could be moved on any one of the said mentioned chassis and the customer would then be penalized should he hire the 3 or 31/2-ton chassis to make the removal. The same would be true if the customer should hire a truck of 850 cubic foot capacity when a 650 cubic foot truck could make the removal.

"It was therefore thought best to recommend the cubic-foot load or cubicfoot requirement basis."

Mr. Gibson said that the same prominent warehouseman seemed to think it was better to quote rates at "less than the actual cost of doing business with the volume which is being received, and by increasing the volume due to the lower rate, reduce the cost so as to make a satisfactory profit." This theory, the chairman said, was "a bit selfish and dangerous and if adopted by the membership as a whole would spell disaster for many." Mr. Gibson in his report quoted President Gould on this point as follows:

"I agree with your heartily that a cutting or lowering of rates will only tend to bring down the character and morale of the membership of the association and cause a loss of respect for fellow-members and for the association itself. A fair rate, with a reasonable profit, must be the standard for the membership and the association."

Mr. Gibson continued:

"If you think the rates should be lower than those in the basis recommended at the Augusta convention, all well and good; quote a lower rate, just as low, as your better judgment dictates, not forgetting your costs and a reasonable profit. It is not the duty or intention of the rate committee to fix a minimum rate, but it is our hope to fix a definite basis for quoting rates. The rates will vary, but don't let the basis for quoting vary."

The committee was opposed to a suggestion that a discount from regular rates be quoted when certain leeway as to moving dates was given by a customer, Mr. Gibson explaining:

"This would create a very strong temptation for the over-zealous solicitor to get the habit of quoting the discount rate for all removals when in imaginary keen competition, or during a temporary dull business period, and the slight discount from his regular rates could not be enough to pay the hotel bill of the customer or offset additional rent that the customer would have to pay. Of course this could not be made a hard and fast rule. It would be common sense and good judgment for any warehouseman to deviate under certain circumstances."

In conclusion Mr. Gibson said:

"We believe that a fair trial of the basis of rates as adopted at the last convention has not yet been made and we believe that a questionnaire touching on this subject should be sent out toward the end of this year to the members in the central division and thus the composite opinion of the members can be obtained and the matter gone into more intelligently at our next midwinter meeting.

"It is well to urge all members to adopt the standard base rate storage table both for open and private room storage."

In response to a question on the program—"On intercity removals should loading and unloading charge be included in the mileage rate or treated as

#### Ralph J. Wood



Elected Secretary for Sixth Time

a separate charge?"—only a few, in a call for a show of hands, favored such a specific independent charge.

Another program question was "In cities having only one or two leasing dates, namely May and Oct. 1, is it good policy to raise the local moving rates in the two or three days prior to and after the first of the month?"

President Gould said he believed it was the policy of the association that such increases were unethical. Several delegates did not concur. One suggested that the rate throughout the year should be sufficiently high to take care of the peak periods, and that raising rates for a few days caused public mistrust and harmed the industry.

A show of hands in response to the program query "To what extent are our members selling excess valuation?" indicated it was the general practice to do so.

#### Accounting

M. KENNELLY as chairman of the committee on costs and accounting said that replies from questionnaires indicated that the accounting branch of the industry was in fair condition and would gradually become perfected. In

response to members' requests the committee was obtaining, the chairman announced, "information as to the charge of a public accountant to install the uniform system" of the association in their houses.

The committee distributed at the convention the association's pamphlet, "System of Standard Accounting Methods and Cost Finding for Household Goods Warehouse." Urging a study of the booklet, Mr. Kennelly went on:

"Following the adopted system through to a conclusion, we believe that a uniform balance sheet and monthly operating statement should be used, and we are presenting these forms today for your perusal.

"The balance sheet contains all the information from your books that is necessary, arranged in such a manner that you can see the true state of your finances. It is made up on approved accounting lines.

"The monthly operating statement is arranged so that comparison of previous periods can be made. It is made up on the theory that you are keeping your books in accordance with the adopted system or in a similar manner."

Copies of the balance sheet and the monthly operating statement were distributed among the delegates, as were samples of a small statistical record form, and regarding the record form Mr. Kennelly said:

"This sheet is made up for a loose leaf book, and you may have a sheet for certain accounts that you wish to keep a record of, or you may have a sheet for each revenue and expense account that you have on your books, and in addition your asset and liability accounts. It gives you a comparative record for ten years, month by month year by year."

years, month by month, year by year."

Answering a set program query, "Does the N. F. W. A. accounting system simplify the filing of income tax returns?"

Mr. Kennelly declared that it was helpful later if the Government questioned the accuracy of the returns. Replying to the question, "Can the system be installed during any period of the year?" he said it could be done on the first of any month selected and that in the affairs of a medium-sized company the installation could be put into effect in two days' time.

#### Publicity and Advertising

AFTER submitting his report as chairman of the publicity committee, Walter E. Sweeting, Philadelphia, recommended that the association discontinue the magazine Lares and Penates designed for distribution by N. F. W. A. members to the public. Mr. Sweeting believed that this project should be dropped "for the present," but he asserted such a magazine was desirable. The convention voted to discontinue it.

In his report the chairman analyzed 139 replies received in response to a questionnaire asking whether the magazine should be continued under a different name, whether it should be modified editorially, whether it should be published monthly, quarterly or semi-

annually, and to what extent the members would purchase copies if published. He said 45 opposed continued publication, 42 favored it under another name, 6 favored it under its present name, 23 preferred a pamphlet to the current magazine, and 23 were "on the fence."

"Many of those in this latter classification, which includes some of the largest firms in the industry, believe," Mr. Sweeting reported, "that either a magazine or pamphlet for distribution by the members to the public is a good thing, but that it is useless for us to continue it unless it is to receive genuine support and wide distribution."

Taking up the cooperative advertising situation, the chairman said:

"Your committee has no reason to believe that the project undertaken a year ago to develop a cooperative advertising service intended to produce high-grade advertising copy for individual members at a minimum cost, has gained any momentum in the past few months. Some of us are firmly convinced that the reason for lack of more interest is due to the failure of many members completely to understand the wide scope of the service proposed."

So, answering a program query, "Do our members want a cooperative advertising plan?" Mr. Sweeting recommended that action be dropped at this time. Some of the delegates, however, were opposed to this, and after some discussion the convention adopted a motion offered by Thomas J. Skellet, Minneapolis, that the problem to put in the hands of the new board of directors with

power to act. As an interesting sidelight during consideration of the publicity committee's report, Morrison Wood, Chicago, chairman of the advertising committee of the Illinois Furniture Warehousemen's Association, explained to the convention the Illinois members' present local newspaper advertising program. This includes taking space at least once a month, cooperatively, in the Chicago Tribune and the Chicago American, with increased space just before the fall and spring moving seasons. Neither individual warehousemen nor the Illinois association are advertised, Mr. Wood explained, but only "storage." "We are telling the public what it's all about, he said—prices, facilities, etc. He believed the N. F. W. A. would some day similarly advertise, on a national basis.

The convention discussed "Should the association adopt a copyright name better indicating our industry than the word 'warehousemen'?" After some discussion President Gould suggested that the publicity committee tackle this problem.

#### Insurance

THE subject of insurance was covered sectionally. As chairman of the insurance committee Milo W. Bekins, Los Angeles, presented a general report. Building insurance was considered in a report written by E. H. Milligan, New York; automobile insurance by A. H. Hollander, Chicago; and accident prevention insurance in a report read on

behalf of L. L. Leonard, St. Louis, who died at the convention before the insurance phase of the program was reached. (An account of Mr. Leonard's passing is to be found elsewhere in this issue of Distribution & Warehousing.)

Mr. Bekins in his general report pointed out that there are some thirty-five kinds of insurance which warehousemen may buy, including life, accident, health, building, automobile, personal property, workmen's compensation, theft, transit, marine, business, use and occupancy, elevator, and collision, and he estimated that warehousemen's money paid out for various coverages probably ranged from 2 per cent to as high as

#### William I. Ford



Reelected Third Vice-president

10 per cent of the "total other expenses incurred in the business." He continued:

"I have no way of determining accurately the amount of money that members of the N. F. W. A. spend for insurance yearly but with an average of \$1,000 per member annually it can easily be seen that it is at least \$750,000. A saving or reduction of 10 per cent to 20 per cent would mean \$75,000 to \$150,000 yearly. A saving of this amount would easily be possible if we could only get the members to coperate.

"In order for us to obtain a low insurance rate it is necessary for us, first, to have volume; second, to have that volume concentrated so that the cost of doing business will be spread over as large a volume as possible; third, so that your insurance committee can receive accurate figures from the insurance companies on losses and expenses."

Mr. Bekins suggested a plan for "making an insurance department a real revenue producing department" for warehousing, saying:

"Most of the real estate companies handle insurance as a revenue producing side line in their business. Why shouldn't the warehousemen operate

such a department for the convenience of their customers? We realize there is a large amount of insurance constantly being written on goods stored in warehouses, and in addition a large amount and varied kinds of insurance are necessary for the warehouseman to carry as a protection for himself. We believe it would be advisable and in conformity with good business judgment for storage companies to apply for brokers' licenses to write and receive commissions on such policies. We feel that an insurance department would be a more valuable adjunct to the warehouseman than it is to the average real estate

"Your committee feels that if such a department were opened in the modern warehouse of today it would cater to the needs of its customers in placing insurance on household goods while contained in residences, flats and apartments, as well as covering the actual residences themselves, and in this manner the warehouseman would maintain a constant direct contact with the customer so that if a moving or storage or shipping service were required the customer would quite naturally turn to the warehouse which is handling his insurance. If this business were followed. after a period of years the warehouseman would have a splendid list of live prospects at all times.

"Therefore we suggest that the association through its insurance committee encourage the formation of an insurance department in household goods depositories."

Mr. Bekins concluded his report by urging every member to obtain, at the close of each year, a statement, from his insurance carriers, of losses and premiums paid on all classes of coverage.

In connection with Mr. Bekins's suggestion regarding an insurance department, two program queries were: "Would it be practical for the warehouseman to solicit and sell insurance on household goods located in the homes, with a view to keeping in direct contact with his customers?" and "Would it be feasible and profitable for the larger warehouseman to add an insurance department to his business?"

Discussion developed that the delegates' opinions varied widely. One objection to an insurance department, as expressed from the floor, was that a warehouseman might, by entering the insurance business, lose the good will of local insurance interests to the extent that such loss would more than offset the monetary value of any insurance premiums the warehouseman might obtain.

Mr. Milligan in his report covering building insurance said that as soon as a sufficient number of replies had been received to a questionnaire circulated among the N. F. W. A. members, the committee would collate all of the data by States showing the value of property insured, average rate paid, total premiums paid, and total losses collected over a period of five years.

"This information will then be sub-

mitted in writing to the chairman of the local insurance committee, together with a suggested schedule to be used for the rating of fireproof and non-fireproof warehouses in his State," the report read. "The suggested schedule will be a combination of the various forms of schedules now used. An outline will be given of the procedure to bring this matter before the rating board and the general agent for one of the largest insurance companies will co-operate with the local insurance committee chairman to further the advancement before the rating authorities. This, we believe after considerable study, will be the most effective means of obtaining the desired results."

Mr. Milligan's report set forth the followed.

Mr. Milligan's report set forth the following four points as comprising "the

Joseph H. Mever



Central Division's New Director

secret of keeping losses to a minimum:"
"1. Excellent housekeeping conditions.

"2. The superior construction or fireproof construction of buildings.

"3. Confining inflammable materials to small areas such as division by partition walls, or, in cases where possible, by sub-division into rooms of small cubical area cut off by hollow tile or some similar resistive material, with local, jointed metal clad doors.

"4. The introduction of effective means of extinguishing fires at their inception. This consists of the installation of fire pails, standpipes, or a sprinkler equipment."

Considering automobile insurance, Mr. Hollander divided his report into six divisions—1. limits of the risk; 2. classification of risk: 3. experience of risk; 4. insurance on a mileage basis; 5. co-operative buying of insurance; 6. reduction of accidents. He went into detail regarding each item.

Mr. Bekins circulated among the dele-

gates a petition to determine how many might be interested in a plan for cooperative automobile, fire, property, damage, collision and public liability insurance on trucks and vans. If sufficient support could be obtained, Mr. Bekins said, the association could get such coverage from a company which the directors might approve. He stated that the same plan could, with proper sup-

#### James F. Keenan



Reelected Treasurer

port, be worked out also on building insurance and contents insurance, and he believed that reductions of from 33½ to 50 per cent below existing board rates could be obtained. The signing of the petition did not bind the members but was merely an indication to the committee of the members' sentiment.

Daniel Bekins, Portland, Ore., formally moved that the association pool its automobile insurance with a view to obtaining lower rates. The convention voted approval.

The late Mr. Leonard's report covering accident prevention pointed out that "out of each dollar paid to the insurance company in premiums, only about 50 cents is paid out by the insurance companies in losses and claim expense."

"This means," quoting from the re-

"This means," quoting from the report, "that if a warehouseman has exactly average luck throughout his entire insurance life he will receive back only one-half as much as he pays out in premiums. Nor is this in any way a criticism of the insurance companies."

The report expressed the belief that the accident prevention division of the insurance committee should limit its activities to "the two great classes of insurance that everyone of us must carry, i. e., fire and liability."

#### Construction—Elections

IN his report as chairman of the committee on warehouse construction and operation Willard Eldredge, Atlantic City, N. J., pointed out "numerous leaks which might be stopped with profitable

results." One had to do with billing storage charges monthly in advance, a practice which he declared to be "most certainly economy." There should be a more uniform method of billing by N. F. W. A. members, he believed.

"At the time goods are brought into storage," Mr. Eldredge urged, "they should be appraised as well as inventoried, with an absolute limit of worth placed against them. In this way it is always possible to know when one is close to the danger line and the customer can be notified, at said danger line, that it will be necessary to sent notification of sale unless the account is paid up. This quite often results in account being paid in full and at any rate it relieves

#### C. Van Wyck Mott



Eastern Division's New Director

the warehouseman of a dead loss by carrying an account which if sold would not bring accrued storage charges."

Mr. Eldredge offered various suggestions for "greater system" in operation, adjusting and settling claims, selling packing service, etc., and considered vans, saying:

"The van of today has practically doubled in size since 1913 and yet in many cases the charge for the load is exactly the same. This does not seem fair to the warehouseman. The hourly rate is the same for various sized vans and we feel a uniform rate should be established wherein same would be regulated by the tonnage."

Mr. Eldredge urged members to pay more attention to cooperative buying, standardization of forms and cost accounting.

Under this general subject was a program query, "By pooling moving equipment in the larger cities would it not be possible to take up lost motion, effect a saving and produce a greater profit?" Discussion brought out that an association committee was working on this problem.

Following the election of officers-the

#### results are set down in a "box" published elsewhere—several amendments to the constitution and by-laws were con-

sidered.

One proposed amendment suggested creating honorary membership for persons who, not identified with the industry as storage executives, have nevertheless rendered the industry distinguished service. Another provided for past N. F. W. A. presidents serving permanently as directors. Under a third the directors might by a two-thirds vote change the dues and initiation fees to be paid by members. After some discussion all three proposed amendments were tabled.

At present the constitution provides that 25 per cent of the membership shall

#### Rudolph C. Knipe, Jr.



He fanned eleven Westerners in the baseball contest

constitute a quorum. W. I. Ford, Dallas, moved for an amendment that 150 members should constitute a quorum. He withdrew his motion when it transpired that under the by-laws a proposed amendment must be submitted in advance to the members, but stated that he would have it formally brought up for consideration at a future convention.

For next year's nominating committee the following were placed in nomination:

Central division, Sidney S. Davis, Chicago; Frank H. Hebard, Chicago; C. J. Neal, Cleveland; W. Lee Orcutt, St. Louis.

Western division, Grant Orth, Pasadena, Cal.; Henry Burgeson, Los Angeles.

Southern division, E. M. Bond, Nashville, Tenn.; George E. Butler, New Orleans; Frank Scobey, San Antonio.

Eastern division, F. E. Aaron, Philadelphia; J. Edson Tucker, Buffalo; Walter C. Reid, New York; Buell G. Miller, Philadelphia.

#### The East Triumphs on the Diamond

Players	AB	R	н	PO	A	E		P	lay	ers				AB	R	н	PO	A	E	
R. T. Blauvelt, Jr., 1b.	4	1	1	6	1	0	Me	lvii	B	ekir	ıs.	1b.		3	1	1	9	0	0	
"Red" Dunlap, 3b										ins,								1	2	
Wilson Blanck, c										alve								1		
Rudie Knipe, p										ch,								0	2	
W. A. Morton, rf										an.								3	1	
Arthur Smith, 2b										cket								1	1	
Herbie Bragg, ss										urge								2	0	
White, If										ock,									0	
Ferguson, cf										ema									0	
	_	_	_	_	_	_				tin,									1	
	30	10	9	20*	8	8					-			_	_	_	_	_	_	
(*Zimmerman out	wl	hen	1	hit	1	Dy								25	1	3	21	9	7	
batted ball in 6th.)						•														
EAST				.1.		- 3	0	3	1	3	0	0 -	-1	0						
WEST							0	0	0	0	1	0 -	_ ^	1						

Two-base hit—Dunlap. Three-base hit—Melvin Bekins. Stolen bases—White (2), Dunlap, Blanck, Bragg, Burgeson, Brock. Sacrifice—Ferguson. Bases on balls—Off Martin, 4; off Welch, 1; off Knipe, 1. Struck out—By Martin, 1; by Welch, 7; by Knipe, 11. Hits—Off Martin, 6; off Welch, 3. Hit by pitchers—By Welch (Bragg); by Knipe (Brock). Umpires—Lew Tanner of Detroit and Walter Wyman of Providence, R. I. Official scorer—Ye Ed. of "Two Bits." Attendance—All who were not playing golf.

The outcome was the election of Mr. Bond as the "at large" member and therefore chairman; Mr. Hebard representing the central division, Mr. Burgeson the western, Mr. Butler the southern, and Mr. Reid the eastern.

There was some confusion as to the proper method for electing the nominating committee, with the result that the by-laws will be amended, at the next convention, to provide for procedure.

#### Banquet and Sports

O'N the evening of July 10 the banquet was held, with President Gould presiding. The custom of having a paid professional speaker was abandoned and instead Mr. Gould called on various association officers for brief talks—J. W. Glenn, Buffalo, representing the A. W. A.; J. H. Warren, Toronto, the Canadian body; Julian M. Gibson, the Missouri association; Ralph J. Wood, Chicago, the Illinois F. W. A.; E. G. Mooney, the Connecticut association; Thomas J. Skellet, the Minnesota association; F. E. Aaron, the Pennsylvania F. W. A.; A. J. Gatter, the Pacific Coast F. W. A.; J. P. Ricks, the Southern W. A., and Willard Eldredge, the New Jersey F. W. A.

Mr. Aaron invited the National to meet at Philadelphia during the national independence celebration in Philadelphia in 1926. Mr. Eldredge invited the National to convene at Atlantic City at some future time.

Talks were made also by Martin H. Kennelly, Chicago; James F. Keenan, Pittsburgh; F. L. Bateman, Chicago, and Charles S. Morris, New York.

Earl C. Iredale, Evanston, Ill.; Henry Burgeson, Los Angeles, and E. S. Dayer, Buffalo, entertained the banqueters with singing.

The results of the golf competition were announced by T. Y. Leonard, Detroit, on behalf of the golf committee, as follows:

Low gross in N. F. W. A. tournament: First (score 87), R. C. Lay, Oil City, Pa., who won a leg on the cup donated by Harder's Fire Proof Storage & Van Co., Chicago. Second (score 88) R. T. Blauvelt, Jr., East Orange, N. J.; prize, traveling bag. Third (score 89), Ben Langan, St. Louis; prize, leather golf coat. Fourth (score 90), J. M. Walker, Memphis, Tenn.; prize, driver donated by Cass & Johansing, insurance firm.

Low net: First (score 67), Charles Strang, Brooklyn, who won a leg on the cup donated by Milo Bekins, Los Angeles, and also a driver donated by Distribution & Warehousing. Second (score 69), H. M. Bragg, New York; prize, driver donated by Distribution & Warehousing. Third (score 71), R. T. Blauvelt, East Orange, N. J.; prize, sweater.

#### Other Prizes and Baseball

The putting contest was won by Milo Bekins, a sweater being the prize. The blind bogey contest, with a \$100 clothes cabinet donated by the Haskelite Manufacturing Co. as the prize, was won by C. E. Sovereign, Rockford, Ill. The mystery prize, a golf bag donated by Cass & Johansing, was won by E. H. Depenthal, Toledo, Ohio, whose tournament score was 166. The second worst tournament score, 141, won for Kent B. Stiles, New York, a dozen golf balls donated by Cass & Johansing. The greatest number of strokes on one hole, 14, was made by T. A. Jackson, Chicago, and won him a prize.

The box score of the baseball game between East and West, won by the former by a 10 to 1 score, is published elsewhere herewith. The feature of the contest was the pitching of R. C. Knipe, Jr., Brooklyn, who struck out eleven of the twenty-one westerners who faced him. "Rudie" Knipe captained the East's diamond warriors and Henry Burgeson, Los Angeles, led the West-

Philadelphia. as follows:

### Improvement in Business Conditions Is Expected by Commercial Warehousemen

Delegates to First Summer Convention of Merchandise Division of A. W. A. Express Optimism Regarding Fall Situation. Story of Chicago Gathering

By KENT B. STILES

HE first mid-year convention of the merchandise division of the American Warehousemen's Association was held on July 13-14 at Chicago and took the place of the gathering which the Central Warehousemen's Club, merged last December with the parent organization, was wont to hold each summer for the benefit of the storage executives of the middle western States. The attendance was relatively small, but the consensus of opinion was that the holding of such a meeting, this time experimentally, was worth the time and expense involved.

The division opened its session representative of 429 commercial warehouse companies, and a goal of 500 members by December was set, with a silver cup offered as the prize to the State association which will bring in the largest number of newcomers by December. It was estimated that there is a potential field of more than 1300

companies to cultivate.

Opinions expressed by the delegates were that the merchandise division had been functioning satisfactorily along the lines of its expanded program since the consolidation with the C. W. C. late in 1924. J. Edgar Lee, Chicago, the division's president, reviewed the work which has been accomplished and outlined that which is ahead, and indorsed the suggestion that the division create a traffic bureau headed by an executive who would establish closer contact with manufacturing interests having goods for storage and distribution.

Gardner Poole, Boston, president of the A. W. A., and W. W. Morse, Minneapolis, a past president, attended the sessions and addressed the convention. Mr. Poole announced that Washington, D. C., had been selected as the

city for the association's December convention.

A cross-section idea of business conditions was obtained through the medium of having delegates express their opinions of their local situations. On the whole, the industry has every reason to feel encouraged, based on the statements voiced. In many localities business has picked

up during the past few weeks, as compared with the first half-year, and the speakers indicated clearly that they expected conditions in the fall to be excellent. Inquiry among the men who attended the Chicago meeting, held at the Hotel Sherman, showed that the space occupancy of their plants averages today 68 per cent.

Price-cutting, unfair competition, taxation, legislation, the association's Encyclopedia, insurance, handling costs and excess deliveries were among the subjects considered. It was announced that a coming supplement to the Encyclopedia would cover some 200 commodities not set down in the present book; meanwhile information regarding some of these commodities will be published in the division's monthly journal. Regarding insurance, the delegates refused to indorse a plan for automatic coverage of customers' stocks in warehouses, to enable members to issue insured warehouse receipts.

Two important thoughts on unfair competition and knowledge of costs were impressed on the minds of the members. The first, by Ralph C. Stokell, executive secretary of the association's cold storage division, is:

"Because I believe that selling below cost is an unfair method of competition, I believe that a group agreement not to practice this method of doing business is a lawful agreement. It is, it seems to me, as much a matter of internal concern and action in a trade association as is misbranding or commercial bribery."

The second, by Chester B. Carruth, the merchandise division's actuary, is:

"Any warehouseman who has the will to study can acquire that knowledge of his business which will lead him out of the darkness into the light and will guide his footsteps away from the path of failure into the broad avenue of success. Knowledge of costs. Constructive cooperation. Therein lies the salvation of our industry."

A story of the Chicago convention follows:

#### Officers' Reports

OPENING the meeting, Mr. Lee reviewed the circumstances of the merger of the American and the Central and related how the merchandise division's Chicago headquarters had been established, with Chester B. Carruth, Chicago, as actuary and George A.

Rhame, Minneapolis, as secretary. Mr. Rhame has long been secretary of the Minnesota Warehousemen's Association, a position he still retains, and Mr. Lee in his report stated that the division's secretarial work was on the increase

"It would appear advisable for our

Minnesota friends to be prepared to relinquish all claims to our popular secretary in the near future."

The office of the actuary, Mr. Lee explained, "was created for the purpose of cost accounting and statistical work. for the promotion of local organizations, and for the publication of such informa-

tion as may be of value to the merchandise warehouse industry."

After alluding to various committee activities. Mr. Lee said:

"There is a thought in the minds of some of our members that the work now being carried on could be considerably broadened and our division made more valuable to us by establishing other departments or bureaus. Perhaps the idea which has so far received the most consideration is that of establishing a traffic bureau. The work of such a bureau could, no doubt, be made quite extensive in that in addition to giving time to the study of freight rates as they affect our business and securing as great a spread as could be obtained between less carload and carload rates on commodities distributed through usually houses, much could be accomplished by a competent bureau head in becoming acquainted with heads of the departments of large industries who might find it convenient and profitable to use public warehouses. In forming such acquaintances the traffic bureau head would be in a position to assist the traffic and sales departments of these industries in effecting a scientific and economical distribution of their products through the medium of the public warehouse."

The report of Mr. Rhame as secre-

tary showed a total membership of 429 companies in the merchandise division as of date of July 13, these including sixteen branch houses listed by twelve of the members. This is a net gain of six since the December convention in Chicago. In addition to the new members mentioned in recent issues of Distribution & Warehousing and in this month's "With the Associations" department, the following companies, as set down in Mr. Rhame's report, have recently joined:

Leslie M. Nelson Warehouse & Trans-

fer Co., Casper, Wyo.
Northwestern Transfer Co., Portland, Ore. G. W. Cummings is president and J. H. Cummings is secretary.

Wittichen Coal & Transfer Co., Bir-mingham, Ala. C. F. Wittichen is president and J. Carl Rowe is secretary.

Mr. Rhame said there were more than 1300 potential members for the division. Clarence A. Ullman, Peoria, Ill., chairman of the division's membership committee, called attention to two signs which were on display in the convention room—"Our President Says 500 Members by December," and, near a silver cup, "This Cup Will be Awarded to the State Association Securing the Most A. W. A. Memberships."

#### The Division's Activities

THE delegates discussed the question "Is the Merchandise Division Functioning to the Satisfaction of Warehousemen of the Middle West?", led by F. R. Long, St. Louis. Mr. Long believed it was. He said summer meetings should be held regularly, alternating between Chicago and St. Louis, and he urged closer attention to rate-making, and that Mr. Carruth's actuarial services be taken advantage of more broadly by the various State associations. Talks on the division's activities were made by Robert L. Spencer, Pittsburgh; C. C. Daniel, Kansas City; Roy C. Griswold, Chicago; H. C. Goodman, Birmingham, Ala.; E. H. Bacon, Louisville, Ky.; William I. Ford, Dallas, and Mr. Ullman and Mr. Morse.

Mr. Griswold told how the Massachusetts Warehousemen's Association had spent \$50,000 in developing cost finding and rate basis work under the supervision of Mr. Carruth before the latter went to Chicago to carry on that service for the Illinois Association of Warehousemen.

Mr. Morse moved that Mr. Lee write to the president of each State association, offering Mr. Carruth's services, each association to pay the actuary's traveling expenses. The convention voted approval.

Regarding Mr. Long's suggestion that summer meetings be held regularly, as desired by the companies which were members of the old Central Warehousemen's Club, Mr. Lee said a final decision probably would be reached at the association's general meeting at Washington in December.

Mr. Ford indorsed the idea, covered in Mr. Lee's report, that the division create a traffic department. Members' dues should be increased if necessary in order to finance it, he believed.

Elmer Erickson, Chicago, chairman of the division's legislative committee, discussed "Recent Legal Decisions Affecting the Warehousing Industry," and outlined the recent United States Supreme Court rulings which broaden the scope of associational work. Discussion elicited the opinion from Mr. Erickson that, if the "X-Y-Z" warehouse company filed rates and then departed from them, the American association would, under the Supreme Court's decisions, have the right to try to correct the "X-Y-Z" company and penalize the company. Mr. Erickson believed the A. W. A. should study the problem of taxation of shippers' stocks in public warehouses.

Mr. Ford did not agree with Mr. Erickson's thought that the "X-Y-Z" company could be penalized under the circumstances theoretically presented by the chairman. By so trying to penalize the association would get into trouble, he believed. "We're a voluntary association, without power of enforcement." he said, "and if we tried to enforce we would break up the association. It's a question of education."

#### Destructive Competition

MR. CARRUTH delivered "A Preachment" on "Our Industry's Greatest Evil-the Cause and the Cure," in which he said in part:

"In the business world one meets with many quaint expressions that have come to be regarded as axiomatic, such as, for example, the dictum that business is not conducted for health nor for pleasure. Whenever I hear this view advanced, usually in the form of an ironic interrogation, I cannot help but smile. For, if we are not in business

for health, if we are not in business for pleasure, then what, in Heaven's name, are we in business for? If health and pleasure be taken from us what is there left to live for? Is it money we want? If so, what do we want it for unless it be to enable us to live amid healthful and pleasant surroundings and to make it possible for us to have the comforts, the conveniences and the little luxuries that go to make life worth while? Yes, of course we want money, but only because of what it will purchase for us. So it seems to me that, after all we are in business for health; we are in business for pleasure, but in order that we have these things our immediate concern is to make money.

"Now the only way for a business to make money, so far as I have been able to learn, is by selling what it has to offer in the way of commodity or service for something more than the cost. How, then, can anyone sell a thing for more than cost without a knowledge of that cost? Frankly, I don't know, unless it be by means of intuition, or bull luck, and the man who expects to run a business on intuition, or by flirting with Dame Fortune, is not the sort of individual I should care to invest my money

"There appear to be a large number of warehousmen in these United States who are attempting to carry on their business without a proper knowledge of their costs. True, they may know that their business, as a whole, must produce a certain income to be profitable: but they appear to know little or nothing as to what income from any definite service should be, and so charge their customers whatever they think they can get, their policy being to "get the business at any cost." They are apparently obsessed with the hallucination that if they can only get a large number of accounts they will manage to make good, reasoning that many of them will have been acquired at exceedingly profitable rates and that the aggregate revenue from these will be sufficient to more than offset the losses accruing from the remaining ones.

"And so this policy, which, in my judgment, is born of ignorance of costs, in a community where there are several similarly-minded individuals begets what is known as 'cut-throat' competition, a game in which each contestant attempts to cut the financial throats of his opponents and quite frequently succeeds in getting his own severed. It never seems to occur to any of them that his competitors may be quite as clever as he is and that, if he succeeds today in wresting an account from them, some one of them will be the victor tomorrow, with the result that, in the long run, each one gets a fair share of the spoils and that share will probably represent a liability.

"Now it appears that this mania for destructive competition, begotten of ignorance of costs, is fostered, to a considerable extent, by the machinations of a certain class of customer and the warehouse man becomes afflicted with what I choose to term the 'traffic man-

ager complex.'

"I have no fault to find with the modern traffic manager. Inasmuch as he is expected by his employer, among other things, to do what he can to cut the cost of distribution, it is quite nat-ural for him to make the most of the good opportunity that is afforded in the warehousing field. His method of operation is, as every one knows, the playing of one warehouseman against another. When a warehouseman is given, by one of these gentlemen, an opportunity to submit rates, he is usually informed that they are excessive and that much better terms are being offered elsewhere. I care not how low a rate he may quote, the result is pretty apt to be the same.

#### "Rate Shopping"

"Of course, in the circumstances, the traffic gentleman is hardly disposed to do business; but if the warehouseman would care to revise his quotation downward, perhaps he would be interested. who knows? Incidentally, accompanying the suggestion is a small but carefully prepared list of rates that are said to be offered by others, all of them lower, some of them considerably lower than those quoted by the warehouseman in question. This is done, of course, in order to assist the warehouseman to revise his quotation properly. very likely made his first quotation on the basis of what he thought he could get, he might shoot as wildly the second time; but with the list before him he is enabled at once to make the right

"It may not occur to him to question the authenticity of these rates that have been so kindly furnished him, nor to ascertain whether they comprehend exactly the same service he purposes to render, nor whether they have been quoted by responsible warehousmen. No, indeed. His chief concern is to land the account and he is afraid that if he doesn't meet the rates suggested, he won't get it. Yes, he is afraid, and fear, as we know, is a child of ignorance-in this case ignorance of costs. So he rises to the bait and finds himself the proud possessor of an account which will help to evolve pretty red figures in his balance sheet and put brickbats in his ostermoor. Incidentally, he has helped to strengthen the position of the traffic manager by furnishing him with ma-terial which he will use later on some other warehouseman elsewhere; and bye and bye, when the vicious circle is complete and the time comes to renew the contract, our hero finds that he is to make another revision downward if he would expect to retain the account.

"Of course, in a community where destructive competition is rampant, the belligerents are hardly on good terms with each other. Every one is convinced that the other fellow is not to be trusted, and no one is willing to admit that he might be in the same class with the rest. Thus it is to be expected that each one will attribute a destructively com-

petitive condition to the fancied untrustworthiness of his competitors, although it seems to me that this is really an effect, the cause being ignorance of costs.

"Whenever I think upon the situa-tion I am reminded of an incident that is said to have happened, not long since, in a small town in the Middle West. It appears that there had occurred a vacancy in the office of town dog-catcher. The Board of Selectmen, upon whom devolved the task of filling the vacancy, decided that whoever got the job should possess a fair knowledge of the habits and diseases of dogs and so they prepared a series of questions, by means of which they expected to measure the capabilities of the various applicants. So one day, when there appeared before the board a little Irishman by the name of Monahan, they asked him, among other questions, this one:

"'What are rabies and what would you do for them?" and Monahan imme-

diately replied:

"'Rabies are Jewish priests. O wuddent do a dom t'ing f'r th'm!'

"Thus Froude has truly said: 'Ignorance is the dominion of absurdity,' and Plato that: 'It is better to be unborn than untaught, for ignorance is the root of misfortune.'

"Destructive competition, otherwise known as war, has never yet succeeded in solving a single problem of the human race and what is more, it never will. On the contrary, all progress within the mind of man has been achieved through constructive cooperation. I want that thought to soak in. Therefore, let me repeat: All progress within the mind, of man has been achieved through constructive cooperation.

"Cooperation, my friends, is a child of knowledge. The warehouseman who knows his costs will not follow the patch of destructive competition, for he knows that that way madness lies and he has no desire to be numbered among the inhabitants of the booby hutch. while ignorance begets fear, knowledge, to the contrary, begets confidence, self assurance, courage, the determination to fight for what is fair and just and right. The warehouseman who studies his business and knows his costs will constantly seek to eliminate waste and to increase efficiency to the end that he may be able to offer his customers the very best quality of service at rates that are fair and reasonable, yet profitable withal.

#### Meeting on Common Ground

"Having a knowledge of costs, he acquires a broadening of his mental horizon; he becomes imbued with the spirit of 'live and let live'; he comes to sense the immutable, universal law of compensation, to appreciate the fact that every act of man is a boomerang and, therefore, if he would achieve prosperity, he must help his competitor to achieve prosperity also.

"And so this spirit of cooperation finds expression through association. By means of an association we are brought together; we meet on common ground; we come to know each other and to appreciate that there is considerable of good in all of us, if we but have the mind to look for it; we acquire confidence in each other and we share our experience and our knowledge; we work together, shoulder to shoulder, for a common cause, and this organized effort redounds to the benefit of each individual member. And, inasmuch as this consummation, so devoutly to be wished, is hastened through with frequency of contact, we appreciate at once the value of the local or State associations.

"Get together; meet just as often as you can—at least once a month if possible; 'tis none too frequent. Start off with a good, tasty meal, for a full paunch makes for sociability. If you smoke, light up your favorite cigar, or cigarette, or the old dudeen; relax into a comfortable position and go to it. You'll be surprised at how much you'll find to talk about, and you'll have an interesting and profitable meeting, no matter how often you get together.

#### Cost Literature

"So I say unto you: A knowledge of costs is the root of prosperity. There is no excuse for any warehouseman to be without that knowledge. The American Warehousemen's Association has published a volume known as 'Warehousing General Merchandise. An Encyclopedia.' In that book will be found a treatise on cost accounting, by means of which a warehouseman can determine what should be his proper basis of charge for storage and for handling. There are included tables which, when set in accordance with such bases of charge, enable one to obtain easily and quickly the proper rates to apply for any given package, in accordance with any one of several methods of rate-mak-There will be found a section of more than 280 pages devoted to the listing of practically all the commodities that are commonly stored in a merchandise warehouse and giving all sorts of pertinent and valuable information concerning them. All this and much more are contained within the covers of this truly invaluable book. If you are a member of the American Warehousemen's Association you can secure a copy for ten dollars; if not, the price is fifteen dollars, and in either case it is money well spent. Membership in the American Warehousemen's Association includes the services of its actuarial bureau, installed for the express purpose of furnishing assistance along cost accounting and rate-making lines.

"Then there is the Central Warehousemen's Club Guide, which may be obtained at a cost of two dollars.

"Finally, there is the manual known as Tariff No. 9, published in 1924 by the Illinois Association of Warehousemen, at a cost of more than \$10,000. Strictly speaking, this is not only a tariff but a guide is well. Any member of any warehousemen's association who has not already received a copy may have one, merely for the asking. Thus does the Illinois Association of Ware-

housemen demonstrate, in a practical way, its belief in the doctrine of con-

structive cooperation.

"With this wealth of material available, any warehouseman who has the will to study can acquire that knowledge of his business which will lead him out of the darkness into the light and will guide his footsteps away from the path of failure into the broad avenue of success.

"Knowledge of costs. Constructive cooperation. Therein lies the salvation

of our industry."

In reply to a question by Mr. Long, Mr. Carruth stated that the division planned to publish a key to the association's Encyclopedia, the key to present in concise form the subject of handling costs, to facilitate members' study of

this problem.

Mr. Ford brought out that there was a division of opinion, among the members of the Central Bureau committee, which is handling the work of expanding the Encyclopedia, whether the additional information should be published from time to time in issues of The Merchandise Warehouseman, the merchandise division's monthly publication edited by Mr. Rhame. Mr. Ford asked for the member's sentiment on this point.

Mr. Griswold, contending that such publishing of information would have the advantage of enabling errors to be corrected before the appearance of the proposed supplement to the Encyclopedia, moved that the new information appear in The Merchandise Warehouseman as fast as compiled. Mr. Ford indorsed this idea and the convention

voted approval.

Mr. Carruth said it probably would be late in the year before the supplement appeared, and that 200 more commodities would be covered in it. Mr. Ford commented that there are many commodities which, stored in warehouses in the West and Southwest, are not described in the Encyclopedia.

#### Excess Deliveries

UNDER the subject "Splitting the Handling Charges on Movements Into and Out of the Warehouse—Excess Deliveries," Mr. Ford read the following paper:

"Minimum charges, which is closely connected with what is known in Chicago, and other large cities, as excess deliveries, is one on which warehousemen of the country are not entirely in agreement as to the manner of assessing charges for services, and to that extent we are lacking in uniformity, which we have long sought after.

"In approaching this subject for a discussion I recall that it was docketed at the Houston convention a year and a half ago. There does not seem from the report of that convention to have been any extensive discussion of the question, but the proposition that I there submitted, and still advocate, was sidetracked and voted down.

"I do not want it to appear that I simply want to argue this from a personal standpoint, but it has occurred to me that we are performing much ser-

vice for which we are not being remunerated. The common practice throughout the West and Central West is, and has been for a number of years, that the handling charges on merchandise have been assessed upon arrival of the goods, and was carried to the customer on the next billing date, which, in most instances, is the first of the following month.

#### "Dime Service"

1.50

"This charge covers, supposedly, the major service of getting goods into and out of the warehouse, and covers the manual and clerical labor necessary to perform that service. It is true that a number of warehouses assess additional charge for this and that service, which has been denominated the 'dime service'-a dime for this and a dime for that-but it has been my contention that our handling charge should cover all services from sill to sill of the warehouse. There would be no occasion for this paper if these goods arrived in carload lots, and were shipped out in carload lots: but, as the warehouse business is inseparably connected with a distribution service, it follows that goods arriving in carloads in the main, go out in less than carload lots.

"In Chicago it is my understanding that the rates permit one delivery without extra charge for each ton of goods received under one lot number. Parenthetically at this point please make note of the fact that goods are carried under lot numbers, as I desire to discuss this

further on.

"Now, I understand in Chicago this rule is working out satisfactorily but I am wondering if another rule could not be applied in Chicago, and worked out equally satisfactorily, and that the same rule might not be applied in all warehouses delivering goods in less carload lots.

"At this juncture permit me to direct your attention to the fact that some warehouses carry each arrival of goods under a separate lot number, while other warehouses carry their receipts of goods into regular mercantile stock records. I can see advantages to carrying goods under lot numbers, but only one main advantage, and that is to ship out the oldest goods first, and it permits of billing goods from date to date instead of by the half month, and on the first of the month. Otherwise there is no material difficulty in keeping merchandise in general stocks instead of by lot numbers. By general stocks I mean that on the stock records the goods are simply added to those on hand, and carried forward, and the oldest goods are shipped first as in the case of where the goods are carried by lots.

"In our southwestern warehouses and while my investigation is not complete, I am sure it is true in practically all western warehouses—there are many deliveries made less than a ton. I am sure this is true right here in Chicago; so it makes it necessary for them to run an accounting system on the number of deliveries in order to get paid for what are called 'excess deliveries.' "Accounting engineering in any one warehouse will disclose the actual cost of making a delivery; and by delivery, I mean moving the goods from the point where stored in warehouse, and delivering to the truck, or car door, at the warehouse. I personally have not had an opportunity to make figures and establish the exact cost in my own warehouse at this time. In former years it amounted to not less than 35 cents per delivery. I believe that this same service may be performed, in most of the warehouses throughout the West, at a minimum charge of 25 cents, and by the minimum charge I mean the smallest package de-

liverable.

"Now, my proposition was at Houston, and is now, that, whether goods are kept in general stock, or by lot number, the handling charge should be split; that there should be an in-charge, and an outcharge, for handling. This, of course, involves bookkeeping, as does excess deliveries, but it certainly puts the charge where it actually occurs; and after such handling charge has been split, it should be applied on the outbound movement, with a warehouseman's minimum, whatever that may be, 25, 35, 40, 45 or 50 cents. The clerical work involved in delivering one barrel of soap weighing 300 pounds, and the records to be kept, are just the same as the clerical labor and records to be kept where a ton of the same is delivered. If your handling charge on the commodity I have named, soap, be 5 cents per cwt., and I doubt if outside of the larger cities any warehouseman is getting more, then to deliver one barrel of soap to the family laundryman when he calls with his truck, on a handling charge of 5 cents per cwt. you have 15 cents total. Now, if that charge was split, and one-half applied on the outbound movement, you would have a charge of 71/2 cents for delivering that one barrel soap, and this is not an exaggerated case. It is just what is happening in many warehouses every day throughout the West and Middle West. If not soap, some other commodity where the warehouseman is performing an outbound service of handling, and is not being remunerated for it.

#### An Objection

"There are difficulties to be encountered in my proposition, I fully realize. The first and foremost will be that the customer will complain that his margin of profit is too small and that he cannot afford to pay a minimum of 25 cents on deliveries, for the reason that this would wipe out any possible profit he might have. And there is some merit to his contention; yet I believe it to be a fact that, where sales are made in small quantities, the price per pound, or per unit, whatever that unit may be, is always higher when purchased in small quantities, than in large, and I believe that if the warehousemen of the country were to adopt the splitting of handling charges in principle, and then if they did not get their minimum charge up

to what it ought to be, it would be but a matter of a short time until the storing public was educated to the point that when small sales were made, such that when the warehouseman's handling charge was applied it would not yield his minimum charge, the storer would then advance his price on the small quantities, so that it would yield such minimum cost of making deliveries.

"My investigation discloses that such minimums on drayage are applied practically all over the country. Why not on

handling charge?"

During discussion of Mr. Ford's paper Mr. Griswold advocated a charge of 25 cents on every delivery, in addition to the regular handling charge. This would take care of the excess delivery expense, he said, declaring it had so been determined by cost accounting at his own warehouse. Mr. Ford expressed opinion that the minimum charge system was the more scientific way and that the commercial world would understand it better. Mr. Griswold commented that his own company's method was more scientific than it sounded.

#### Handling Costs-Taxation

AT the opening of the second day's session the report of W. Lee Cotter, Mansfield, Ohio, the division's treasurer, showed the financial condition of the division to be satisfactory. He reported warehousing conditions in Ohio on the boom for the past three months.

Mr. Lee called on J. P. Ricks, Jackson, Miss., president of the Southern Warehousemen's Association, and D. R. Benedict, Knoxville, Tenn., that organization's secretary, for talks. Mr. Ricks invited the delegates to attend the Southern's annual meeting to be held at Knoxville on Oct. 21-22. Mr. Benedict predicted a bright future for the Southern, with activity centered on the subject of building a basis for rates. Mr. Lee suggested that the Southern acquaint its members with the A. W. A. Encylopedia. Mr. Rhame announced that a thousand copies of the Encylopedia were yet available.

In the absence of Wilson V. Little, who was to have discussed "What Constitutes Handling Costs?", Mr. Carruth took up consideration of this subject. Fainting a picture of what happens after a warehouseman acquired an account, Mr. Carruth said many storage executives do not realize all the factors concerned in handling goods in and out. He pointed out that productive costs and overhead differ in various localities and often in the same localities and said there was more to handling than the mere physical movement of goods.

In concluding his technical and illuminating talk on the subject, Mr. Carruth explained, at Mr. Long's suggestion, what went into handling overhead. They included, he said, money spent for liability and compensation insurance: interest on money invested in equipment; depreciation of such equipment; repairs; light, heat and power costs and, in some instances, costs on claims; a percentage of working capital to meet payrolls; a certain portion of executive and office salaries; a certain percentage of the cost of stationery and other office equipment; and the entire salaries of supervisory help, such as the warehouse superin-

Thomas J. Skellet, Minneapolis, president of the Minnesota Warehousemen's Association, told the convention how that organization brought about the repeal of the State law requiring warehousemen to present to city assessors the lists of customers storing in their plants. Alluding to New Jersey's recent action in exempting shippers' stocks from taxation, Mr. Skellet said he believed such a statute could be enacted in every

In Minnesota, Mr. Skellet said, ware-

#### Minnesota's Tax Situation

THE proceedings at the Chicago convention of the merchandise division of the American Warehousemen's Association disclosed that Distribution & Warehousing in its July issue (page 52) published misinformation regarding the taxing situation in Minnesota.

The law that was repealed provided that warehousemen must furnish, to taxing officials, information regarding customers' stocks in storage, for purposes of assess-

This repeal does not mean, as was so indicated in the story published in error, that such stored stocks are no longer subject to taxation.

However, it was announced at the Chicago convention that the Minnesota warehousemen are planning to seek repeal of the statute which specifically provides for such taxation. See accompanying text.

housing's efforts had served to familiarize legislators with the industry and at the opening session of the Minnesota Legislature the association probably would attempt to have passed a law similar to the one in New Jersey. Taxation of shippers' stocks in warehouses harmed not alone the public storage industry but also the labor movement and building construction, he declared.

Mr. Goodman pointed out how goods were being doubly taxed in Alabama under that State's foreign corporation license law, and he urged watchfulness of pending legislation in all States.

Mr. Morse told how taxation of shippers' stocks affected warehousemen in Minnesota. In March and April stocks were gradually withdrawn so that shippers would have a minimum on hand on May 1, the taxing date, and consequently April, May and June were poor business

months for the industry. Such withdrawals, he pointed out, led some customers to find other means of distributing their goods and sometimes this loss of business became permanent.

Mr. Ford said there had been numerous Court decisions to the effect that goods in warehouses were not considered, by the taxing officials, as being goods merely in transit. In Texas, he stated, his attorney had pointed out that warehoused goods are taxable and that there is machinery for assessing and collecting taxes: but that the Constitution of the United States says that what a man has in his possession is his own affair, and accordingly the attorney advised him to refuse assessors access to his books and to refuse to go under oath as to goods in his warehouse. The Texas association was standing back of that policy, Mr. Ford declared, and he believed warehousemen in every State could do the same thing.

On this point Mr. Skellet commented that in Minnesota the warehouseman had to go to jail or face a \$1,000 fine, under the law recently repealed, if he refused to give the assessors the information

#### Price-Cutting

R ALPH C. STOKELL, Chicago, executive secretary of the A. W. A. cold storage division, delivered a paper on price-cutting under the title, "Food for Thought," after reading the following verse:

Five storage warehousemen Each took goods to store. One cut his rates, And then there were four.

Four storage warehousemen, Feeling sad but free; One wouldn't fraternize, Then there were three.

Three storage warehousemen, One felt pretty blue; Thought he'd save A. W. A. dues, Soon there were but two.

Two storage warehousemen, All three rivals gone; One forgot his overhead, That left only one.

One storage warehouseman, Decided he could get Benefits from cooperation— So he is going yet!

"Here is the crux of the whole pricecutting matter," Mr. Stokell said. "The single line seller who sells below cost is quickly and simply removed from business by the laws of mathematics and his creditors. But the field of business is harassed and frenzied by the dealer who has the power to recoup losses sustained by selling one or more lines below cost by compensatory gains on the remainder of his business.

"Unless cost is known, profit is unknown, and whether a selling price is below cost is a matter of guesswork. The business man who fixes his selling price without accurate knowledge of his production cost and without keeping above it, is on an industrial joy ride. He is not only in peril himself, but he is a constant source of danger to others.

"The starting point of all operations against selling below cost must be proper cost accounting by each individual.

Common cost figures, group averages, normal costs, and all averages or group allowances, play no part in this work. What is to be determined is the cost to the seller, not to someone else nor what cost would be to the seller if his conditions were changed. Education in accounting methods, the inspiration to use them and to work by the result shown, are great opportunities for trade associations. But every suggestion which opens the way to the individual to adopt a standard, a normal, an average which does not reflect the individual's cost, is a deterrent to cost accounting and an inducement not to use it.

"No movement within an industry for the elimination of sales below cost can be conducted except in conjunction with, and as a part of, a campaign for the employment of a proper system of cost accounting. Nor can any movement to suppress sales below cost be put into operation except upon a cost accounting basis. It is easy to condemn selling below cost: it is not difficult to see wherein its evils lie, nor is it particularly troublesome to perceive that it may be unlawful in habitual practice. But the proof of the charge is the relentless analysis of the actual cost of the operations preceding sale.

"The elimination of sales below cost by no means implies a stabilization of prices nor a uniformity of prices. It is, when properly applied, in no sense a restraint upon competition. Costs will vary, and prices should vary as costs vary within market limitations. But the application of the principal 'no sales below cost' by each to his own business is simply the recognition and adoption of the fundamental principle of the competitive system.

"Because I believe that selling below cost is an unfair method of competition, I believe that a group agreement not to practice this method of doing business is a lawful agreement. It is, it seems to me, as much a matter of internal concern and action in a trade association as is misbranding or commercial bribery."

#### Insurance—Business Conditions

ON behalf of the divisional insurance committee's chairman, Clarence R. OBrion, New Bedford, Mass, who was not at the convention, a paper was read, the purpose of which was to sound out the members as to whether they desired the committee to arrange with a reciprocal insurance company a plan for automatic coverage of customers' stocks in warehouses, to enable warehousmen to issue insured warehouse receipts, as is done by Mr. OBrion's company in New Bedford. The State insurance authorities (Massachusetts) favorably passed on the plan in his case.

Mr. OBrion reported that it was not the thought for the warehousmen to make a profit out of such insurance but to give service appreciated both by customers and banks.

A. P. Stockwell, Chicago, representing the New York Reciprocal Underwriters and kindred insurance interests, addressed the convention on the subject. Ensuing discussion showed that the sentiment of the delegates was against the plan.

The convention considered the problem of establishing closer contact with the State associations and their member-President Poole suggested it would be helpful if State associations established libraries for the benefit of individual members who felt they could not afford to join the A. W. A. On motion of Mr. Spencer this part of the convention's minutes will be distributed among the State bodies. A suggestion that copies of The Merchandise Warehouseman be circulated among companies which are potential A. W. A. members was left to the directors for decision, with the understanding that the mer-

chandise division favored the plan.

Discussion of the convention program topic, "Space Occupancy and General Business Condition," was a feature of the convention. Delegates from various parts of the country were asked for their opinions. At the suggestion of Frank A. Todd, Indianapolis, slips of paper were passed around and the members were asked to write the percentages of space occupied in their warehouses. Twenty-nine delegates did so and the average occupancy was shown to be 68 per cent. Some of the individual opinions as expressed were as follows:

Minnesota, by Mr. Morse: Conditions have been rather discouraging, owing to farm depression. Occupancy, 60-76 per cent. Warehousemen are looking forward to better conditions this fall. There were good crops last year but the farmers had to pay debts and the money went to the banks. This year the farmers' loans have been liquidated and the farmers will spend their money for needed commodities and rehabilitation and agricultural implements. Business is coming back and this will be reflected in other lines.

Kansas City, by Mr. Daniel: The first half of the year witnessed the best warehousing business for some time but there has been a slowing down during the past two months. A good fall business is anticipated.

Louisville, by Mr. Bacon: The general merchandise situation during the past six months has been normal—not sufficiently sub-normal to be alarming. Space occupancy has been increasing in recent weeks.

Denver, by R. V. Weicker: Conditions are fairly good. Prospects are good. The sugar crop will equal 60 per cent of last year's crop.

San Antonio, by Mr. Latimer: Business has been good for the past six months except for the drought.

Texas, by Mr. Ford: Supplementing Mr. Latimer's reference to the drought there has been a wonderful rain in southern Texas recently so that it is not yet too late for a good cotton crop. In northern Texas general conditions have never been better and the storage industry is progressing favorably.

Omaha, by Mr. Bekins: Conditions not so good as had been expected, but

better ones anticipated. Occupancy, 60-70 per cent.

St. Joseph, Mo., by H. C. Herschman: Business was good during the year's first six months but slowed up during the past 30 days. Prospects are favorable.

Boston, by Mr. Poole: Business has been discouraging for some time. Occupancy, 30-50 per cent. Signs are encouraging, however. Wool storage, excellent. By December reports should be encouraging.

South Bend, Ind., by H. A. Pruyne: General conditions were poor during the year's first four months. During the past month there has been plenty of rain, helping the corn crop. The industrial situation is gradually improving.

St. Louis, by Mr. Long: Business conditions have not been very good. Some factories have closed because of lack of business. The warehouse business can be considered as just fair.

Rock Island, Ill., by B. L. Burke: General conditions have been none too good. Warehousing has been better the past 60 days than previously. Crops are large and warehousing will profit by that this coming fall.

Indianapolis, by Mr. Todd: The general situation is light with regard to warehouse stocks. Car receipts during 1924 were about in the same volume as those during 1921.

Davenport, Ia., by Joseph Schick: The first six months of the year were very poor but a large crop is being harvested and better times are expected.

Saginaw, Mich., by F. B. Crego: The first half-year exceeded any previous corresponding period. Farmers are buying as never before. Occupancy, 100 per cent.

#### In Chicago

Chicago, by H. D. Crooks: Conditions have been very good, especially for the downtown houses. Larger business is looked for this fall. By Mr. Griswold: The first three or four months were below the average. Business picked up during June and exceeded that of May by 12 to 15 per cent. Larger volume now being handled than ever before but it does not require the same amount of storage space. Inquiries are interesting and prospects are favorable. By Mr. Erickson: Latter half of the current year expected to be better than the first half. Occupancy, about 70 per cent.

Ohio, by Mr. Cotter: Business was slack during the year's first four or five months but picked up in June. Good fall business expected. It does not take as much space to handle distribution accounts as formerly. Warehouses on the whole, about 82 per cent filled.

Pittsburgh, by Mr. Spencer: Ware-housing business has been fair. The first four months were better than the past two.

Des Moines, by H. D. Liddle: Farmers are pessimistic. Conditions have been quiet during the past two months. Occupancy, 50-60 per cent. Better business hoped for.

### Making the Motor Truck Pay All the Year 'Round

Some Thoughts on Ownership—Operation, Renting Vehicles and Cooperative Delivery

By PHILIP L. SNIFFIN

OMEONE once said that the first lesson every operator of motor trucks should learn is that a motor truck is not necessarily a "cure-all" for every hauling diffi-

Hundreds of warehouse owners have lost heavily and have severely jeopardized their businesses by blindly going into the motor truck market, installing a fleet of trucks, and then expecting them to accomplish wonders no matter what task they are put on. They were perhaps told that it was cheaper to own a truck than to rent one and they have bought enough trucks and trucks of sufficient capacity so that they would not be forced to use horses or rent trucks at any time.

With motor trucks, as with other things, there is always a tendency to "kill the goose that lays the golden egg." With motor trucks it is easily done by using more trucks than should be used or by wasting the hauling ability of those that are in service.

team represents a much lower investment than a motor truck and consequently its fixed carrying charges are considerably less. In many cases, especially where hauls are very short and where traffic is not especially congested, they can be operated just as efficiently and just as economically. But there is, too, a definite and very important place for

the motor truck in the warehousing field, as has been shown clearly in other articles in this series.

There is, unquestionably, a place for the horse in the

warehouse owner's business, principally because a horse-

In general, however, it may be said here that for most hauling requirements the horse-drawn vehicle serves well as an auxiliary to the motor truck fleet, and the operator will do well to make a careful investigation of his individual hauling conditions before deciding to discontinue their use entirely.

#### When Does Renting Pay?

THE warehouse owner has one vital condition to consider before deciding when to buy and when to rent a motor truck. That condition is whether purchasing a truck will involve enough idle time in the course of a full year to make up for the difference in cost between an owned truck and one that is rented when extra equipment is needed. Many concerns have bought fleets of trucks at the height of their busy seasons and have not considered that much idle time would be incurred in the course of a year.

Perhaps the problem can be best expressed by asking the question: "How can we handle our hauling during the busy season and at the same time have a minimum of empty trucks on hand during the dull season?" Roughly speaking, there are three ways in which this may be done:

1. If we figure the warehouse owner's rush-season requirements at 100 per cent, it is not difficult to estimate a percentage that will represent the dull season. For instance, a concern might find that its average low hauling requirements are 50 per cent, or half of his highest average. In such a case the

#### Your Business and the Motor Truck

THIS is the thirty-fourth of a series written by Mr. Sniffin and presents some suggestions involving (1) ownership-operation, (2) renting and (3) cooperative delivery in the transporting of goods by motor truck.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority in this field. He has been making a special study of this subject in relation to the public storage industry in order to write these articles.

owner might install a 75 per cent equipment consisting not necessarily of all motor trucks, but as many trucks as he can profitably handle in his business, supplemented by teams. During the rush season he may put on an extra shift of drivers, working his trucks more hours per day and overloading occasionally if necessary.

There are serious disadvantages to this plan, however, unless measures are adopted to safeguard against them. Overloading and subjecting the truck to severe grinds are not ordinarily to be recommended as a policy, as higher repair costs and depreciation more than make up for the saving gained. But as a temporary measure during rush seasons only-provided the season is not too long-if the warehouse owner has purchased high grade equipment and if lubrication, inspection and other items of maintenance and care are considered accordingly, experience has shown that this plan can be used satisfactorily.

2. Perhaps the most commonly adopted

method used is that of purchasing sufficient equipment to handle the normal business and then renting additional trucks or teams as needed. For the most part this is a reasonably efficient plan and where it is possible to rent equipment on short notice at a reasonable cost it may be generally recommended. Very roughly it may be estimated that the cost per day of a rented truck is slightly more than double that of one owned by the company, assuming of course that the latter is kept busy for a full working

On this basis—and the individual warehouse owner may readily determine the comparative costs in his own case-it may be seen that when he has enough work to keep a truck busy for half of the year it is more profitable to own a truck than to rent one. However, this plan reduces idle time to an absolute minimum and the company whose business is subject to gross uncertainties, or to intermittent expansion, will do well to adopt it.

3. The third method of equalizing these conditions require, in a sense, that the warehouse owner enter the general trucking business as a sideline. Although this plan may seem undesirable at first consideration, the writer's attention has been directed to innumerable instances where it has been exceedingly profitable.

Under this plan a member of the firm devotes his entire time in dull periods to obtaining contracts in commercial trucking at the regular trucking rates. Through this plan he receives the maximum service and economy from his equipment. He has sufficient equipment available at the lowest cost when needed and at the same time his vehicles earn a substantial profit when he has no work for them to do.

The plan has been found in many cases to have the desirable effect of equalizing the business and income; in other words, when conditions are generally slow, the members of the firm-or in the case of the smaller concern, the proprietor-may divert their attention for the time being to the trucking business, which requires no special knowledge other than aggressiveness in obtaining contracts.

#### Another Cause of Waste

ET us refer to an illustration to determine the type and size of truck best adapted to balance the warehouse owner's yearly trucking requirements.

A certain concern had been using eight trucks, six of 3-ton capacity and two of 5-ton capacity, for a year and a half. Investigation proved that a great deal of expense and wasted time were caused by too frequent visits of the various trucks to the repair shop. The reasons for this were twofold-first, the trucks this concern had installed were of a rather doubtful quality; and second, the majority were of a size considerably below his average requirements, which fact created a temptation to overload. The poor quality of the trucks and the practice of overloading together formed the worst possible combination he could have had, and in view of this it is no wonder that his experience was unsuccessful.

The prime requisite of a motor truck is its ability to stand up under severe strains. Severe grinds produce a terrific strain on the body, springs and chassis, yet speed is often the determining factor of profit. Consequently it is essential that the warehouse owner exercise extreme care in selecting a quality motor truck and that he be willing to pay a little more for a stury, powerful and dependable machine that will give long, continuous service under his working conditions.

Selecting the right truck involves, first, a complete dependence upon the reputation and reliability of the manufacturer rather than upon the physical appearance of the truck. As pointed out in previous articles, if familiar with engineering details the warehouse owner should make a careful study of comparative specifications; otherwise he should look to performance records of longevity, dependability and economy. cost is far from being the most important cost in the end, as the successful truck purchase is one that renders efficient service at the lowest cost per ton mile over a period of years.

Regarding the most economical size of truck to install, it may be well to point out that per unit of capacity hauled, the first cost, maintenance costs, operating costs-in fact, every item of expensedecrease as the size of the truck increases.

A prominent truck authority places the average relative cost per ton mile as follows: 11/2-ton truck, 16 cents; 2-ton truck, 13 cents; 6-ton truck, 7½ cents.

It can be seen, therefore, that when unit hauling costs are considered it is more economical to haul in large trucks than in small ones. However, it is possible to waste more than enough carrying capacity to make up for this saving by installing a larger truck than the warehouse owner's average daily loads

The matter is one requiring individual thought, inasmuch as it is affected by the nature of the business. It should be remembered, however, that where loads are uniformly large and where routes traveled will warrant it a few large trucks are more economical to operate than a greater number of small trucks. There are instances, to be sure, where small trucks have greater advantages, but in any case it is well carefully to consider the economy in big units.

#### Cooperative Delivery

R ECENT experiments among concerns in various lines of business are proving that there are things worth thinking about in the cooperative delivery idea. As a means for equalizing the use of trucks throughout the year and preventing waste this cooperative method of handling deliveries has proved valuable in many lines.

Just how far it can be carried in the warehouse field is problematical. The writer has not seen an actual application to this field yet, but has observed rather unusual success in some retail lines, particularly among department stores. Perhaps the best explanation of its bearing on the warehousing business could be given by the following illustration:

In an eastern city five building material concerns organized a cartage company with a paid-up capital of \$100,000. Each material company invested in onefifth of the stock, or \$20,000 each. The cartage company bought twenty 5-ton dump trucks.

Each material company agreed to hire the cartage company trucks as often as they possibly could, but during the rush season no one material company could hire more than four of the trucks on one day if the other material companies had use for them. This arrangement was made to prevent any one company monopolizing the entire fleet to the exclusion of the other companies that owned stock in the cooperative concern.

The cartage company worked almost exclusively for the five material companies that owned stock in it, but during the slack seasons the trucks worked for outsiders. The material was handled in a very satisfactory and economical manner to all concerned.

The board of directors of the cartage company is composed of one representative from each of the five material companies and an experienced executive was put in charge of the operation of the company.

The rates charged were changed from time to time, but the major part of the time the rate was \$2.44 an hour from the time the truck left the garage until it returned. In cases of overtime the rate was \$3 an hour. The average mileage hour at these rates was not to exceed five miles per working hour and the cartage company had the option of charging the foregoing rates or on a mileage basis of 50 cents a mile, whichever was the more advantageous for the cartage company.

The original financing of the company was done in a manner that made it just as easy for the material companies to buy stock in the cartage company as it would have been if they each bought four trucks and operated them themselves. The only difference in this case was that they bought the trucks on time payments and turned them over to the cartage company in payment for their stock.

It can readily be seen that by this cooperative plan the twenty trucks were under the direct management of one man and were kept busy by the stockholders more days in the year than if each material man had bought four trucks and operated them himself.

Under this arrangement the following results were obtained:

- 1. Buying power was increased.
- 2. Insurance rates on a fleet of twenty was cheaper than on five fleets of four trucks each.
- 3. Shop expenses were materially reduced, as the mechanics were always busy.
- 4. Garage management was more efficient.
- 5. Good drivers were always available, as they were assured steady work.

6. A more capable executive was employed to manage the fleet than would have been possible otherwise.

7. Fewer idle days. When the stock-holders did not need the trucks, their influence helped get outside work.

8. Cost systems were religiously kept, instead of possibly being neglected in the case where only four trucks were operated.

#### Some Disadvantages

9. The directors and their representatives had their watchful eyes on the drivers every time a truck came into the yards for a load.

10. The directors were around town attending to their own business, but they kept their eyes open for driver efficiency and deportment.

While exact figures are not available, it is said that the original stockholders are very well satisfied with the results and steps are now being taken to increase the number of trucks in the fleet.

It must not be assumed from the foregoing, however, that cooperative delivery plans do not fail quite as often as they succeed. They do fail quite frequently and there are a number of reasons for this, among which the following are worth considering when such a plan is under proposal:

1. Lack of a complete operating knowledge of the types of vehicles used and their repair and maintenance.

2. Lack of knowledge on the part of the man in charge of the cooperative concern in regard to the proper handling of material, including routing, sheet writing and other necessary steps in keeping a record of the goods handled.

3. Disinclination on the part of the companies to lose the advertising value otherwise secured when operating their own vehicles.

4. Too low truck renting prices established to cover slack periods of the year.

 Inability to take care of the fluctuating peak loads when requirements for a large number of concerns are handled.

6. Jealousy on the part of different members of a cooperatively owned company, with one member feeling that he is getting a poorer service than his colleagues.

7. Assignment of the most difficult work to a cooperative company by concerns entering into the cooperative agreement, with the handling of the less difficult work by the individual companies separately.

#### A Contract Plan

The theoretical advantages of the cooperative carting plan lie in the fact that delivery work is thus handled as a separate business at a cost which is more or less regulated and reasonably dependable.

Many concerns are producing the effect of this plan by contracting for their delivery requirements with an outside firm at a fixed rate per job or per day or week or month. While this is proving satisfactory in many instances, it is true that it is merely following the lines of least resistance and that a cooperative plan can produce a distinct economy over it when properly based and carried out.

### Proper Development of Business Statistics Is Urged by National Chamber of Commerce

DEVELOPMENT and proper use of business statistics by trade associations, along the lines laid down by the recent decisions of the United States Supreme Court, are strongly urged by the Department of Manufacture of the Chamber of Commerce of the United States in a bulletin made public on July 17.

The bulletin starts out by saying that "for years trade associations have been faced with doubts about statistical activities in which they could lawfully engage. The members of many associations had come to fear that statistics of any kind were, in the opinion of prosecuting officials, inherently wrongful, when they related to economic activity, although in every other walk of life statistics were held in high esteem.

#### The Law Clarified

"In this situation the Supreme Court itself has granted relief. On June 1 it handed down its opinion in two cases brought by the Department of Justice against trade associations, holding that the statistical activities of these associations were lawful. Thus, these opinions serve to indicate for all trade associations that there is no violation of the Federal antitrust laws if they gather and distribute the essential business facts which the Supreme Court described.

"With the clearer understanding of this liberty under the law (which remains unchanged), there is no bar to the development and proper use of business statistics. This clearing of atmosphere should mark the passing of guessing as to the facts concerning our commodity production and distribution provided there is a willingness, at source, to supply the information. It is in the hands of each member of an industry to make possible complete and accurate figures for his line by his own contribution."

"It should be borne in mind," the bulletin goes on to say, "that the favorable rulings of the Court in the so-called cement and maple flooring cases were based on the facts adduced in each case, just as their previous rulings in the hardwood and linseed oil cases were predicated on facts obtaining in these cases, the law remaining unchanged.

"With these rulings as a basis, trade associations will undoubtedly appreciate the opportunity of rendering to their constituency invaluable service by providing means for the gathering and reporting of statistics dealing with such important trade information as producing capacity, orders, shipments, stocks and markets as shown by prices on closed transactions.

"In the renewing of statistical activities, it is timely to suggest simplification of methods and forms in order that the information which is found be obtained and presented as quickly and accurately as possible at the minimum of expense. Such uniformity will enable the transmission of information gathered in the form of charts or graphs when desired—much less cumbersome than presenting great masses of figures. If uniformity

of method is observed, it would greatly simplify the matter of not only charting a given line, but also including such other lines as may be of collateral interest or important in comparing the trends of the industry.

"One of the important essentials of statistics is that they shall be fresh as well as dependable. A very encouraging number of trade associations are at present engaged actively in gathering and distributing such information and many others are familiar with the methods of doing so properly."

The Department of Manufacture announced that it would cooperate with trade associations interested and endeavor to bring about the contribution and interchange of information and experience of interest and value in this work

#### Havana Storage Facilities

The Department of Commerce at Washington announces that the Compania Cubana de Almacenes, Havana, has recently inaugurated a service to shippers which permits merchandise to be shipped to Havana and stored in their warehouse without the immediate payment of duties by the shipper.

The merchandise will be held by the company for a reasonable time and the duties paid when the consignees are ready to remove the merchandise from the warehouse. Merchandise may also be taken out in lots and proportionate duties paid. The company has no facilities for cold storage.

### Number 5

### Advertising Warehoused Stocks so as to Increase Sales and Develop Business Now Being Missed

By H. A. HARING

GOODS are publicly warehoused because such warehousing helps their distribution. As a rule, the use of the commercial warehouse lowers costs. Always it tends to adjust supply to demand, to level out manufacturing processes, to hold spot stocks in readiness for the market, to save from loss the surpluses of food. Public warehousing is a creative economy: there is no gain in business so certain as that which arises from savings in cost. In that long chain of costs that stretches from producer to consumer, the public warehouse makes possible numberless economies.

Warehouse patrons think, therefore, of the warehouse chiefly as a means to cut costs. In this they are right. If the private warehouse is efficient (or justified by peculiar conditions) these economies flow from all warehouses, public and private alike. Undoubtedly for the great majority of owners of goods the public warehouse will serve their needs at a cost below what would follow if they performed the same services for themselves.

It is recognized of course that some manufacturers control such volume of business that they can profitably operate their own warehouses much as certain industries operate private railroads or steamships or central-power stations. There are, at times, other compelling reasons for private warehousing, the most usual being the attempt by large corporations to become self-contained units with monopoly of all the steps from raw material to customer's sill. In the realm of miscellaneous merchandise the Carnegie Steel Co., the International Harvester Co. and General Electric are prominent examples as are the meatpackers in the field of cold storage, or P. Lorillard in tobacco, or the Rosenbaum Co. in grain warehousing.

There are, too, other classes of goods which require either elaborate assorting or an additional manufacturing process as they move from stock to customer, and for which the owner finds it best to carry considerable stock in private storage. Of such merchandise small tools are a common example, such as come from Greenfield Tap & Die or from Pratt & Whitney; highly specialized equipment is another, such as is made by Burroughs Adding Machine Co. or National Cash Register; while the Na-

tional Casket Co. has a line of goods that must be "finished to order"; and yet even these types of manufacturers regularly consign large surpluses of stock to the public warehouseman.

But whether goods be lodged with public warehouse or held in private store, there are definite economies—in time of delivery, in cost of marketing and in prevention of waste. The justification of the warehouse, in the end, is that it helps us get most for our money.

All these economies of warehousing are well to bear in mind, because a conviction persists that wide wastes exist in distribution; and that needless expenses are pyramided into costs as goods travel that long road from source to consumer.

For this belief there is much good ground. Hence every business is straining to cut excessive costs—to board up, as it were, "the back door that robs the house."

All the processes of jobbing and retailing, transporting and advertising, instalment selling and mail order business, are undergoing constant change and improvement. These improvements are not always recognized by the consumer because their effects are not immediately apparent, but each reader knows well that for his own trade the keenest points of competition are to be found in the distribution of the product.

As one factor of this competition there enters the economy of warehousing. Manufacturers are no longer obtuse to the savings to be made and the extra profits to be earned by warehousing their goods.

Retail and department stores can no longer pay the high rentals of downtown frontages for storing reserves of stock.

In growing numbers both manufacturers and dealers are learning that they can make their privately owned storages less expensive when supplemented (often replaced) by the economizing services of the public warehouse.

So thoroughly does the world's wealthiest nation believe in the economies of warehousing that often the warehouse patron goes no further in his thinking; the warehouse is a good thing which passes unnoticed. It has

become much like the furnace down in the cellar of the house: We take for granted that the American home will be warmed; one must spend a winter in France or England before he fully values the comfort of the ordinary dwelling in this country. So it is with the economies of warehousing: we expect the warehouse to cut costs and to facilitate deliveries. We are apt to give no further thought to the matter, and, in this manner, we are overlooking a wonderful opportunity to reap for ourselves all the benefits of warehousing spot stocks.

#### A Smokeless Chimney

IF the warehouse is thought of merely as a means to cut costs and nothing more, the warehouse patron is throwing away one, at least, of the advantages of warehousing his goods.

To achieve the economy is one thing; to tell about it to those who can benefit is equally important.

Unless the user of warehouse space advertises his spot stocks he has built two chimneys but is keeping only one of them in fuel!

Such a manufacturer is utilizing only the half of his flue-capacity in competing with other makers of similar wares.

In a case of this sort the spot stock enables the manufacturer to make fine deliveries. The best of service is given, of course, to established customers-but little or no use is perhaps made of the spot stocks to obtain new accounts.

One chimney draws perfectly and gives maximum evaporation for the boiler it supplies while the second chimney is sootless: it is also useless and a drag on overhead.

Some such thought was the guiding principle of a friend who had over his desk a lettered card with a motto that was so unbusinesslike that every visitor remembers its words:

"Doing business without advertising is like winking at a girl in the dark. You know what you are doing, but nobody else does!"

The word "service" is much bandied. It means a variety of things, but in the dealings of a factory with the trade, more often than anything else "service" comes to mean "promptness in delivery." Service in this sense becomes mightily important in the competition for business, and the primary purpose of spot stocks is just this service and nothing else. Spot stocks promote quick delivery of the order.

Another item quite ordinarily overlooked by those who have a public warehouse policy is that not all makers of a line of merchandise maintain spot stocks.

Of 1600 manufacturers of shoes in this country not fifty warehouse their prod-

Of fourteen Ohio makers of stoves who were questioned on this point, only two store away from home.

Only a small proportion of the makers of metalware know what warehousing means to their trade.

Replies from thirty-eight rather wellknown makers of cooking compounds prove that only twelve of them ware-

#### For Traffic and Sales Managers

THIS is the fifth of a series of articles which Mr. Haring is writing for sales and traffic managers on the subject of "Public Warehousing and Economic Distribution." The present text tells why it is essential that the manufacturer advertise concurrently with the public warehousing of his goods in the sales territories.

Specific examples are cited of how distributors have developed potential business through such ad-

vertising.

This series of articles was begun in the April issue of Distribution & Warehousing and will be continued during the months ahead. For a list of the titles see page 31.

house at all; and of the twelve, half have only one spot stock other than at their

Probably not more than 3500 of our manufacturers warehouse at all, either privately or publicly, there being not more than 5500 on the most comprehensive list (which includes hundreds who store unmanufactured goods such as food, raw material, office records, dutyburdened merchandise, etc.).

Those up-to-date manufacturers who do warehouse their stocks should push to the limit their advantages for prompt delivery. Customers should never be allowed to forget that shipment is not delivery-"prompt shipment from factory" has a rather pleasant sound on the orderacknowledgment, but it is "delivery," not "shipment," that gives the dealer goods to sell.

The owner of spot stocks should, in a word, advertise the fact that he has goods at convenient centers ready for distribution.

These announcements shou'd of course be aimed at the trade wherever goods reach the consumer through retail channels. They should be addressed to the consumer for such articles as are bought direct, particularly for machinery and factory equipment and replacements for the same.

Warehoused stocks should be so adver-

tised as to swell sales, to obtain business now going to slow-delivery competitors.

A warehoused stock should out-distance the goods of any non-warehousing competitor just because delivery crosses the tape-line at the customer's doorway three days or a week ahead.

A man who wants Arrow collars is likely to purchase another brand if the store he enters does not handle that line. Cluett, Peabody & Co. have therefore seen to it that Arrow collars are stocked by 80 per cent of all collar dealers. They have buttressed their advertising by putting the goods where anyone can buy. Their earlier advertisements found it necessary to tell where their collars would be found; today, with universal distribution, this is no longer necessary.

Nor is it necessary for many other household articles, but it is highly necessary for any line which is not thus to be found. It is surely necessary for all that variety of goods which appeal for only certain uses or to a limited portion of the buying public.

The patrons of our public warehouses have too often failed to do both. The things necessary to get the utmost of warehouse facilities:

They have accumulated spot stocks at strategic points but they have neglected the second important duty. They have not told about these warehoused stocks.

Otherwise stated, they have not advertised that bit of information which, to the dealer, is a close second to quality and price of goods.

The dealer wants good goods. But-he wants them quickly. Those who make the goods, even when they are in position to deliver from spot stocks, have not capitalized that fact; neither their selling talk nor their advertising copy drives home the very important truth.

Many exceptions to this broad statement are to be found. Nevertheless, taking warehouse users as a whole, they have not advertised their spot stocks. In this manner they have missed the chance to swell sales by getting business which now goes to competitors with inferior arrangements for prompt delivery.

The art in writing advertising copy is to find the proper method to catch the reader's attention. Can you imagine a more telling sentence in an advertisement than that which Spaulding-Bakelite people of Tonowanda never omit from their copy. It is: "A Spaulding warehouse near you!"

The Walworth Manufacturing Co. has poured out money in an effort to make "Walworth" a synonym for "Stillson

wrenches" and for "genuine." They have learned also the wisdom of coupling with their copy the additional phrase: "Sales units and distributors in principal cities of the world."

The Union Carbide Sales Co., for itself and for each of its dozen or more subsidiary concerns, has introduced into its copy the invariable paragraph, standing last in the reading matter: "One of the 175 Union Carbide Sales Company warehouses is located near you."

Do not these three examples bring home the message? Can a dealer, as he looks through the pages, fail to remember these advertisers? If he ever heard the expression "stock turnover" he will be drawn to such concerns, because they get across to him the helping hand. More than the coloring of the advertisements, more than the white margins of the page, the dealer gets the idea: "A nearby warehouse means prompt delivery, and prompt delivery means quick turnover for me!"

#### Sales Argument

SIXTEEN years ago a Buffalo meat packer determined to broaden his business. Various methods were tried, but as he sent his salesmen further from Buffalo he found that quality and price meant little unless he tied up these two elements with delivery equal to his Chicago rivals. Reluctantly, therefore, he adopted the time-honored method of packing-house products—locally warehoused stocks. Even so long ago as 1912 he told:

"All I have to do is to advertise my provisions in stock in a new town and the orders pour in. Every hotel and butcher knows my sausage, but I was never once sold up until the boys on the road learned how to sell pork. The selling is nothing but stuffing the trade plump full about our right-at-their-elbow stock."

A manufacturer of lard compounds and cooking oils steadily increased his volume during the years following 1921. Of the method followed, the sales manager told me the story in about these words:

"Warehousing did the trick! We had stocks at Chicago and Minneapolis, like all the others. But at our sales convention one of the boys said if we'd put in a stock of Winona he'd clean up the business in southern Minnesota by using truck deliveries. It looked worth trying, because we needed the business.

"In two months that fellow went to the top of our whole bunch of salesmen. Never a hard luck story about banks closing their doors or deserted farms nothing but telegrams for carload after carload for warehouse stock.

"Then we went across the river and

laid in a stock with a La Crosse warehouseman and repeated the trick. You'll find our goods in six or seven public warehouses between Chicago and the Twin Cities, and we're doing as much in the big places as we ever did. Our new business came from getting the stuff closer to the dealer. . . .

"Bet your life we advertised! Telling the dealers how they could get short-

#### Parable of Two Chimneys

CRANTING that the manufacturer who warehouses his goods is in position to meet the highest requirements as to delivery, he must not, Mr. Haring points out in this article, overlook the chance to creep up on his competitors.

How may this creeping be done? By the right kind of advertising of the fact that stocks are being warehoused at strategic points.

"Advertising copy," Mr. Haring emphasizes, "should refer to convenient location of stock quite as regularly as it repeats the brand name or the address of the maker. No salesman should fail to thrust home the appeal of such stocks being instantly ready for customers."

Or, setting the situation forth in parable form, Mr. Haring says:

"In the warehousing of spot stocks manufacturers might be grouped like smoking chimneys: one chimney gives unmistakable evidence of prosperity when warehouse stocks are maintained; two chimneys are aflame when these stocks are so advertised as to swell sales volume. Often it is found that one chimney carries smoke while the other is smokeless and useless, merely because the manufacturer has not grasped the value of advertising what the first chimney is doing."

order delivery fitted in like the weevil to the boll those years when everyone was cutting down shelf-inventories."

Not from one but from a score of grocers has come the story of how for two or three years they dropped the best-known soap in the world because the maker had changed from jobber distribution to direct selling with shipment from factory.

"It's three hundred miles," complained one of them, "from the factory here.

The people want soap, and I want to handle it, but I can't run a grocery store and wait for goods."

For other dealers the distance was greater than three hundred miles, and so serious proved the handicap to the manufacturer that a public warehousing policy was adopted for the soap. The immediate result was that customers could again purchase at every retail grocery in the country.

In this instance, the fine reputation and established merits of the soap, with all the prestige of two generations of advertising, would have been greatly sacrificed if the company had persisted in not holding spot stocks at strategic warehousing centers.

Said the purchasing agent of a syndicate of coal mines in West Virginia:

"I'll buy every time from the fellow with stocks in Charleston or Huntington. Only this week a Pittsburgh house sent their man here to tell me they have contracted to warehouse bit-steel for cutterheads at Charleston. They got an order on the spot—the first one in years—and they'll keep the business so long as they ship from Charleston and not from Pittsburgh."

The mail-order houses in their buying urge, almost to the point of insisting, that manufacturers shall maintain stock near each branch. One mail-order company has an invariable rule that each department shall be in position to ship every order complete within 48 hours. In order to make this practice effective the department heads endeavor to buy only from makers who can deliver to them within 24 hours. Such 24-hour delivery by the manufacturer is possible only through having spot stocks warehoused in the city of each mail-order branch.

A New England manufacturer of tools for five years sought to persuade one of the mail-order houses to take on his line. The city of Seattle was a stumbling block because the manufacturer maintained no stock there but covered the entire Coast out of San Francisco store. The manufacturer made various proposals, including a six months' stock on open consignment, but the mail-order buyer was adamant in insisting that the 24-hour policy must prevail at Seattle as well as for other branches. When, finally, the manufacturer's salesman walked into the main office with announcement that complete stock would be warehoused at Seattle, he walked out with the contract; and, when the next mailorder catalog appeared he was overjoyed to find his goods in the upper half of a right-hand page.

An Ohio maker of wire baskets and wire frames attempted to expand by entering the New York market, the undertaking being so important that the pro-

prietor himself made the initial trip. In due time he reached the buyer at Gimbel's, who expressed satisfaction with the goods. The manufacturer spoke with enthusiasm of the capacity of his factory and the wide favor met by the product.

"You've got the wrong wave-length," interrupted the buyer. "The factory doesn't interest us. What we want to know is how big a stock you have in warehouses here and at Philadelphia."

"Why-why, none - - -," stammered the visitor.

"It's a rule here," he was then told, "to favor factories that warehouse right here. If the goods sell, we can't risk getting out. Buyers are too fickle to wait for things."

The Ohioan made a try at Macy's, where after another day's waiting he secured an audience. Again he was dumbfounded on the point of spot stocks in New York, but having had a day's time for meditation he turned questioner. He had come to New York to learn how to sell that market. This is the substance of what he was told:

"No sales talk sounds so loud as a reserve stock where we can get it in a hurry. You'll have to store goods in any city where you sell big accounts. Take it from me, you'll have to show us that you keep big stocks right near. Goods and prices run pretty much the same but where they all fall down is delivering to us.

"Watch our 'ads.' You'll find every time a tie-up of price with something or other to prove me have a lot of the goods—that's how we kill the fellow who blows hot air over the price when he only has a few dozen of an article to sell and uses it for a leader to drag people to the store. The way to impress buyers is price plus big stock for selection—and the 'plus' speaks louder than the 'price.'

"If you want to sell in New York, do the same thing—talk up your stocks in reserve."

When a salesman has done his best to emphasize the quality of his goods and the reputation of his house, what stronger argument can he muster to crush down a buyer's resistance than to show how spot stocks are ready for quick delivery?

The trade wants right merchandise. It must, however, be eternally on the defensive against overstocks and long carry-overs. This results in small-lot buying, with the additional fact that the smaller the lot the louder the calls for quick delivery. To meet this modern demand of business is the purpose of spot stocks, as every manufacturer knows. What has not been adequately done is to tell the trade about the immense advantage of such local stocks.

The printed advertisement must run

neck-and-neck with the salesman's argument. In many transactions it is the printed advertising copy that supplies the place of much detail in the written order. Much of what a salesman says is susceptible to misunderstanding; at best it hardly constitutes legal evidence, as is shown by the usual wording of the signed order which specifies that no employee has authority to bind the company except for what is written; what one salesman tells differs not greatly from what another has to say.

But the printed page of the advertisement is tangible evidence. If it announces a warehoused stock in a city, the

**Next Month** 

THE advantages which accrue, to the manufacturer, by utilizing a relatively little known form of public storage—called custodian or field warehousing—are explained in Mr. Haring's sixth article, to appear in the September issue of Distribution & Warehousing.

By custodian warehousing is meant the storing of goods on the premises of the owner but guarded by an authorized custodian who alone controls the property. Such goods, properly safeguarded by the warehouseman, are acceptable as bank collateral.

The text is one of the finest expositions of custodian warehousing that has ever been written in relation to financing, transportation and the law.

reader knows he has not misinterpreted something told him by the salesman while they talked about specifications for the order-sheet.

In the Pittsburgh district one method of calculating activity for the steel industry is to make a count of the "idle stacks," on the assumption that when no smoke issues at the top there is no fire in the furnace.

In the warehousing of spot stocks manufacturers might be roughly grouped like smoking chimneys; one chimney gives forth unmistakable evidence of prosperity when warehouse stocks are maintained; two chimneys are aflame when those stocks are so advertised as to swell sales volume. Often it is found—only too often—that one chimney carries smoke while the other is smokeless and useless, merely because the manufacturer has not grasped the value of

advertising what the first chimney is doing.

Some Examples of Advertising

THE makers of printing paper (and envelopes) were, as a class, about the first to broadcast their warehoused stocks. The peculiarities of the printing trades furnish the explanation. Rushwork is so large an element that much pamphlet and job work cannot be postponed until arrival of some special brand of paper. This condition brings to the paper-maker a direct need of ample spot stocks, for if his brand is not procurable the customer turns to some other upon which he can lay his hand. Necessity for immediate delivery of the paper to feed the presses is paramount to preference for a particular watermark on the sheet. In order, therefore, to protect their market and reap the benefit of their reputation, the paper mills for years have appended to their advertisements the list of "distributors," who by the customs of the paper trade carry the warehoused stock.

In this manner Dill & Collins, in each of its advertisements, gives a list of 18 warehoused stocks; the Chicago Paper Co. (Foldwell papers), 46; West Virginia Pulp & Paper Co., 39; S. D. Warren Co. and the United States Envelope Co., 61 each. The same principle is followed by others, as also by ink-makers and makers of other printers' supplies.

The Continental Paper & Bag Mills, in trade papers to the coffee trade, make the statement: "Coffee bags carried in stock at twenty-eight warehouses" (altering the word "coffee" for other trades who use their goods). Their copy, further, shows a good-sized map of the United States which indicates the location of these warehouses.

Lever Bros. report that much experimentation has shown them that if the jobber system is not used it takes about 200 major warehouses and a number of lesser ones to cover the country for such a product as theirs, including a wide variety of soaps. It is notable that they do not hesitate to tell their trade where these warehouses may be tapped.

As we get into the grocery and foods trades the need of directly advertising warehoused stocks becomes less important for the reason that every national distributor has been compelled to do it.

National Biscuit, as an illustration of a score of concerns, so thoroughly covers the trade with its spot stocks that no dealer need be concerned.

Cream of Wheat and Kellogg maintain warehoused stocks at about fifty cities each, from which they can deliver within one or two days to nine-tenths of their customers.

In its advertising the United States (Continued on page 32)

# For Traffic and Sales Managers A Series of Articles

By H. A. Haring

On the Economies to Be Derived by Distributing Commodities Through Public Warehouses

BEGINNING with the April issue, Distribution & Warehousing commenced publication of a series of articles, written from the national shipper's viewpoint on some phase of the commercial warehouse system of routing goods from factory to retailer and consumer.

This new series will continue during the coming months and will give traffic and sales managers information on public warehousing that has never before been assembled in any publication.

The first article, in the April number, pointed out Savings in Cartage Costs As Made Possible by Judicious Selection of Warehouses.

The second article, in the May issue, told "How Staggering of Stocks by Shippers Will Cut Down Cost of Taxation."

The third article, in the June number, pointed out "How Warehousing the Goods promotes Continuous Factory Operation."

The fourth article, in the July issue, discusses "Public Warehousing as a Safeguard Against Moral Risks."

The fifth article, beginning on page 27 of this August number, considers "Advertising Warehoused Stocks so As to Increase Sales and Develop Business Now Being Missed."

In following issues, although not necessarily in the order as here set down, will appear articles which may be summarized as follows:

- 6. Custodian Warehousing (Sometimes Called Field Warehousing) As a Little-Understood Opportunity for Factories That Are Borrowers From Banks.
- 7. How Warehoused Stocks Have Saved Markets When the Factory Has Burned or Been Seriously Crippled.
- 8. How Public Warehousing of Goods Costs Less Than Private Branch Storerooms.
- 9. The Savings From Low Insurance Rates of Public Warehouses.
- 10. Illustrations of How Spot Stocks in Public Warehouses Can Save a Market.
- 11. Examples of Financing the Factory Through Warehoused Stocks, Especially Where the Factory Has Failed to Get At Home All the Bank Aid It Needs.
- 12. How Spot Stocks in Public Warehouses Help Sales Distribution, Cut Down Sales Expense, Increase Mobility of Goods, Increase Sales, Etc.
- 13. Examples of Where Public Warehousing Costs Less Than Private—Based on Experiences of Distributors.

#### The Author:

H. A. Haring has for two years been investigating all phases of public warehousing and has interviewed hundreds of traffic and sales representatives of national distributors and many public storage executives. He is recognized as an authority on the subjects of the series which he is writing for *Distribution & Warehousing*.

Mr. Haring's articles will be a comprehensive "Outline of Distribution With Relation to Public Warehousing."

Those Who Do Not Receive Distribution & Warehousing Regularly Should Enter Subscriptions at Once as Few Copies Are Printed Beyond Actual Requirements

A subscription—price, \$2—commencing with the January, 1925, issue will bring you the 1925 Warehouse Directory, published as part of that number

(Continued from page 30)

Gutta Percha Paint Co. for its "Barreled Sunlight" regularly announces: "Distributors in all principal cities"; Jenkins Valves are to be found "At supply houses everywhere"; the Link-Belt Co., without exception, includes in its copy the words: "Offices in principal cities."

These are examples of advertising the spot stock where, presumably, the major distribution is through jobbers or supply houses rather than direct from the manufacturer.

The Johns-Manville Co. carries in its copy the statement "Branches in 62 cities," while Fairbanks-Morse announces "28 branches throughout the United States, each with a service station." This latter announcement compares with that of the Union Carbide, already quoted, in that the idea of service station is com-

bined with that of spot stock. The Crocker-Wheeler Co. lists twelve cities where it carries warehoused stock in addition to the one at Ampere, N. J. The copy of the American Well Works illustrates the great importance to the trade of knowing where to find stocks. Much of their product is used in out-ofthe-way oil or salt drilling districts. Imagine the selling argument to the man operating a plant in the Everglades or the cypress swamps of southern Florida when he reads that stock is warehoused at West Palm Beach; or to the pumpman in the Ozarks who is told that stock may be found at Joplin; or at such a seldom-heard-of place as Almyra, Ark.!

These are but samples of what others are doing.

#### Open Up Your Chimney

WHAT the manufacturer should do is clear. He should vigorously advertise his spot stocks, both by printed appeal and salesmen's word of mouth. His regular copy should be arranged so as to carry this message. For unless he does carry to the trade the staying message of conveniently warehoused stocks he is deliberately throwing away one of the possible economies of distribution through warehousing his product.

Nothing is so gruesome as a boardedup fireplace in an old house. Nothing is so pitiful as a warehouse user who fails to make his warehoused stock bring business he had been missing.

"When we began to warehouse in Cleveland," says the district manager of one of our largest corporations, "we made the usual announcement to the trade. The new business that came had me guessing for months. Business that year (1923) was bad; but ours kept growing in this district with two fewer salesmen than the year before.

"The explanation was so simple that we missed it. Our Cleveland stock brought orders from all northern Ohio. It must have been hard on the other factories, but now I know they'll never compete with us until they break into Cleveland with a stock of goods. Our company is 'hep,' too—they have doubled the number of warehouse connections and every 'ad' in the trade papers tells about them."

To "tell about them"—that's the point. It is not the concerns that put red paint on their noses like circus clowns, or those who turn handsprings in public to attract attention, that are able to pyramid their advertising efforts. It is not the jerk of the half-tamed horse but the steady pull of the plow-horse that cultivates the market for an advertiser. They get their message across who plug away in a sane manner, carrying on their advertising as they do their manufacturing.

The manufacturer who properly warehouses his goods is in position to meet the highest requirements as to delivery. He must not, however, overlook the chance to creep up on his competitors. He ought to tell the buying world that his quality goods are accompanied by the sort of "service" which means most to the trade-prompt delivery. No advertisement to the trade is complete without repeating, in some form, this impression. Copy should refer to convenient location of stock quite as regularly as it repeats the brand name or the. address of the maker. No salesman should fail to thrust home the appeal of such stocks being instantly ready for customers on the accredited list.

The owner of an automobile seldom knows how many piston rings there are to a cylinder, and probably has not the faintest idea how to remove them. Let him, however, need one for replacement, and of the four or six makes he will find on the market he will certainly select that one whose virtues have met his eye once a week for a year on the printed page.

In a case of this sort, the individual goes to his dealer. But when, in his turn, the dealer scans the pages of his trade paper or trade directory to select wares for his shelves, all the accumulated subconscious impressions of all the advertisements he has ever seen come to a sharp focus when his eye catches an 'ad' that tells of a warehoused stock in a neighboring city, possibly his own. In a second, all the hundreds of miles to the factory vanish into nothingness. The factory may be in Germany or New Zealand, but as long as the goods lie ready at the other end of the telephone, what matters the factory location? Time of shipment, delay in transit, uncertain arrival-all become of no consequence.

The manufacturer has taken care of all those troublesome matters by allocation of spot stock!

The dotted line of the reply coupon

does not compare in power to pull business with the announcement of local stocks, when prospective customers turn to the advertising pages for help.

There is, further, a need to educate the trade in the use of warehoused stocks. Either printed announcement or salesmen's interviews should, at stated intervals, re-advertise to customers how they may be put on the accredited warehouse lists.

The sales manager of a company which uses warehouses in some thirty cities was asked:

"What part of your stocks move out to customers on the approved lists?"

"I don't know. We keep no record of that."

"Do you have a record of how many such orders are filled in a month?" he was next asked.

The same answer came forth.

"Do your customers know how to fall back on your warehousemen?"

For the third time came that "I don't know."

This conversation happened in the spring of 1923. About a year and a half afterward this sales manager was called on the telephone, and as quickly as he caught the name of the caller, he chuckled:

"Remember you? Well, I guess! Come right out, and you're to have lunch on us to meet our president, and he'll probably want to buy you your lunches for the rest of your life."

During the talk that followed it developed that the company, after investigation into the facts, had begun to advertise to their customers the benefits of using warehoused stocks on the familiar basis (having customers' requisitions honored by the warehouseman). A simple record was kept at the main office. This indicated that for the four preceding months about one-fifth of their warehouse withdrawals had been on accredited accounts (14, 31, 18 and 21 percent)

The manager of another concern once made to me the comment:

"The best salesman we have ought to be named our Silent Seller. I find that from 6 to 7 per cent of all our billing comes through warehousemen who deliver to listed customers—and that's more goods than any one man ever will or can sell."

The other side of the story comes from a salesman (for a toilet specialty) who volunteered:

"I don't know how many concerns make our line, but I do know they'll never cut in on my territory. My house is the only one that carries local stocks, and they have three where I can tap them. My trade knows the ropes. I never leave a customer without making sure that a supply of our Warehouse Order Form is pinned inside his Want-

Book. . . . Others make goods like ours, but when a dealer needs stock in a hurry our house gets the order, and no waiting for Little Willie to drop around. I'm for the warehouse all the week!"

#### Another Thought

To the warehouseman, too, such advertising of spot stocks brings an opportunity. If warehouse patrons fail to advertise their local stocks it may be that they have not sensed the value of such publicity. It would not be the first case on record where a sales manager has overlooked an opening for business, and, after all, the warehousing of stocks at distant points is relatively a new thing. It is not surprising that all users

of warehouse space are not alive to the possibilities.

The warehouseman, accordingly, should not himself miss the chance. He can sell himself and sell his profession by urging his customers to tell of the services of the warehouse. A circular or a good pamphlet on the matter of thus advertising warehoused stocks surely would not be amiss. The same thing might fittingly be done for spreading the use of the accredited customers' list, which at some places is extensively used but elsewhere is barely known.

Just as great a service is herein possible as in other matters of the warehouse helping its patrons. It would do for selling the goods what freight rate information has done for the trans-

portation of those same goods.

The whole warehousing industry needs advertising. It deserves wide publicity of the economies it has introduced into distribution. A share of this publicity might easily be secured by inducing warehouse patrons to advertise their warehoused stock for the purpose of swelling their sales. This is already being done—as shown by the citations in this article and by many other advertisers—but it yet remains true that warehouse patrons in large numbers are culling only a half of the benefits of warehousing their goods. They are already profiting by the economies. They are not always going after new business by telling of those economies to the trade

# The Removal and Warehousing Industry of Great Britain—Past and Present

By R. J. ARMSTRONG.

President Furniture Warehousemen & Removers' Association, England

HOLD the opinion that all engaged in a trade or profession should be conversant with the history of his own particular calling. The industry I represent had, like all others, very small beginnings and no doubt goes back to the Garden of Eden, when the Angel Gabriel appeared and gave Adam and Eve notice to quit and Adam acted as the first carrier of note, being obliged to take charge of the wardrobe of his wife, Eve.

Moses was the greatest traffic organizer of Biblical days—imagine the difficulties of handling his job over a period of forty years!

It is a remarkable thing that the story of the ware-

house begins with the dawn of civilization. The first storehouses (this being the original name) were used for the storage of grain some 5000 years ago. Warehouses for other commodities, if not already in existence, were developed soon afterward.

In 987 A. D. we read of the first warehouses in London. The whole history of the warehouse is an interesting study in itself, and would occupy too much of the time at my disposal to deal with today along with that of the subject I have selected, so I must content myself with brief reference to the historical connection.

THE cart was known as early as the dawn of history, and in the earliest available pictures the wheels are of solid wood. Spokes are shown about the time of the introduction of the horse.

The removal and warehousing of household goods is a very modern industry as we know it today. In 1784 we had the first mail coach. In the latter part of the seventeenth century we had the first organized conveyance of goods between Manchester and London, and in 1844 the first van was placed on a railway track, being built on wheels suitable to pass through the Severn tunnel, and was known as a tunnel van.

The bulk of the removing of household goods at that time was carried out on drays in this part of the country; in London and the South in tilt vans, and in Lancashire by what is known as spring carts—that is, a two-wheeled cart with a long body.

It required an artist in those days to load the furniture so that it would be neat and well balanced!

From this style the industry advanced to the "Pantechnicon," introduced in the year 1850 and known as "Taylor's improved railway van." Old picture adver-

### "Hands Across the Sea"

THE problems of the British furniture warehouseman are much the same as those of his American brother. They include lack of education by the general public; the battle against the moth; the campaign to educate within the industry itself; and standardization and uniformity.

Here is an interesting story of what is going on in Great Britain today, told by a Sheffield warehouseman, R. J. Armstrong, removals manager of the firm of John Walsh, Ltd., who is president of the British storage organization which corresponds with the National Furniture Warehousemen's Association in America.

In this address to Sheffield's Rotarians Mr. Armstrong said that a warehouseman should be described as "A man of many cares, whose virtues will be extolled by posterity." Read what this British man of many cares has to say about his own profession.

tisements of this van may still be seen in Messrs. Taylor's London offices and also in some of the London stations. That being a great improvement on the old method of using carts and drays.

The next landmark of improvement was in 1861, when Mr. Mousell of Gloucester designed and used what is now known as the box or sling van, without wheels. The idea was to reduce the cost of carriage on rails, and with very slight improvements we have been able to meet the advent of motor traction with these particular designs of vans, and this type is now in use all over the world.

Having the good fortune first to see the light, and been cradled, in the industry, I have had the privilege of helping in its growth, a privilege that has not fallen to the lot of many, because the industry as we know it today is being handled only by the second and third generations.

Special depositories for the storing of furniture date back to 100 years, and up to the year 1870 there were only a few depositories up and down the country, situated in London and the principal seaports.

Up to the year 1890 the industry was

very disorganized, although efforts had been made in the various towns to form local associations, but the feeling was such that they were only formed to fall away again. Local and domestic differences were so rife that it was almost impossible to do any business of a practical nature that would be of assistance to the industry in a local or general way.

#### Association Organized

It was in the year 1890 that a friend of mine developed a brain wave, and he, with the assistance of a few leading men representing firms from various parts of the country, commenced what is now known as the Furniture Warehousemen & Removers' Association, and which has done more than anything else to put this industry on a footing that allows it to rank with that of any other.

The industry is an interesting one and has attractions of various kinds. Yet I do not know of any other that has so many problems, troubles or difficulties to the square inch.

It is well for a man to respect his own vocation, whatever it may be. Probably most of us think that the other chap's business or profession is more interesting than the one he is engaged in, but, personally, I feel that my own is the more interesting and affords me much more pleasure and interest. It is always of interest to deal with human elements, despite the fact that they present difficulties of a peculiar nature.

"I'll never move again as long as I live!"

This saying was often to be heard in days gone by. Contrast it with that of a lady a few weeks ago, who said she just loved moving and thought the removal man was a most interesting personality!

The business slogans of the past are not heard so much today, such as "Keep moving," "Your move next," "Taking all risks," "Fireproof depositories." Those served a purpose in their day, but are now practically forgotten. Then who has not heard the skit, "Three removals are as good as a fire." That also is worn out, dead and buried.

#### Developing Uniformity

The getting-together of the leading firms throughout the country in the association already referred to has done more to bring about uniformity of method within the industry, and give protection to both the public and the contractor than anything else could have done, because from the experience gained in the carrying out of the work, and the education of the industry from within, the public has benefited. Through the conditions of the contract the industry is protected from the rogue, who in the past has always treated the contractor as good prey whenever the opportunity has arisen-and often when there has not been an opportunity.

The public, generally speaking, is better served by a contractor who uses the standard set of conditions, and who has a reputation to preserve, than by a firm which simply makes out a contract on

a plain sheet of paper and which would lead you to believe that it is taking all risks, for only a fool would do that.

The function of all associations should be educational, and it is just here where our trade union officials miss the point.

Removals of late years have been simplified and can be much better controlled by the introduction of mechanical traction as against the old horse and rail days, and here we touch upon the most sensitive part of the business, for the least hitch on the transport side and the whole organization is liable to be thrown out of gear.

Whilst the organization of a removal today is very much simplified, to the great advantage of the community, has it ever occurred to you the amount of organization necessary to carry out a removal, be it large or small?

First the job is sought or an inquiry received for an estimate; the house is viewed; an estimated submitted. If fortunate, the order is booked; the work set out each day on a work sheet; van, horses, motors, rail or sea transport arranged; teams of men suitable apportioned to each job; each foreman has his individual instructions and delivery sheets, accounts and receipt books: and then the manager goes home for the night in the certain hope that before morning he will be telephoned that something has gone wrong somewhere and he starts all over again to rearrange matters and a fresh set of instructions is worked out, and then he prays that it will be fine and the public reasonable, or otherwise another day's work will go astray. All this and more constitutes the day's program.

Take a removal to storage: Exactly the same process is gone through, plus that all the goods on arrival at the depository have to be entered into a triplicate book; all tallied; bedding, carpets, sewn or bagged into canvas; precautions of various kinds taken; and the whole stacked up until required, when the reverse routine is gone through, the goods delivered, fitted up, sheets signed and accounts paid.

A visit to a modern furniture storing depository would set any one of you at ease after the inspection. If you have any doubts in your mind beforehand as to how your goods would be treated after leaving your home, I give you all an invitation to come along with me after this lunch, or at any time to suit your convenience, and I will take you over one of the best and, in my opinion, one of the most up-to-date and organized depositories in the kingdom, and it can be reached in three minutes. You will then see and decide for yourselves as to whether the industry is an interesting one or not.

You will be interested to learn that depositories are the most accurate thermometers of sentiment in the business, furniture being stored for a variety of reasons only too well known in the industry, and although sentiment has not a market value it is a factor that must not be overlooked. Rather than part with the goods, customers will pay

over and over again the value in storage rent, and what often looks like rubbish has fond associations.

The greatest pest of the warehouseman is the moth, but this little chap is so important that to deal with it effectually would require a full lunch, and he always gets his lunch at someone else's expense. The industry has spent much time and money on this subject and the results have been of benefit to both customers and contractors alike.

#### To Educate the Public

The Industry is now moving on new lines. Having educated the members on the inside, they are about to launch a campaign, at an early date, to educate the public as to what to expect from the contractor in the way of service Unfortunately, the public in the past has been governed by price, which is a mistake, for you can get out of a service only what you are prepared to pay.

You take a prospective customer, who has just spent  $ad\ lib$ . on the decorations of his new house, and he applies for estimates for the removal of his furniture valued at, say, £5,000. Surely a pound or two should not matter, viz, between a good and an inferior firm, but really it is surprising how some people are overshadowed in this way, forgetting that ours is an expert's job just as much as that of the one who carried out the decorations or furnishings.

A removal and storage contractor could be correctly described as "A man of many cares, whose virtues will be extolled by posterity."

#### A Business Opportunity

A letter has been received by Distribution & Warehousing from Carl H. Sterk, secretary of the Chamber of Commerce of Flint, Mich., saying that the chamber would be interested in cooperating to the fullest extent with any business interests which might care to establish a merchandise storage plant in Flint.

"For the past two years," Mr. Sterk writes in part, "Flint has been in need of a commercial warehouse to handle less-than-carload shipments for distribution in this city and surrounding territory. The situation is becoming more serious from month to month. Therefore, in view of this fact, we solicit your cooperation in establishing such a place here."

Mr. Sterk appends a clipping from a Flint newspaper. From this is quoted the following:

"Today, according to statements of local business men, one of the great needs of Flint is a commercial warehouse in which outside jobbers can place a stock of goods for local and district distribution. This need has been occasioned, it is said, by the increase in improved highways offering ready distribution of goods to such towns as Fenton, Flushing, Chesaning, Owosso, Lapeer, Vassar, Otisville, Ortonville, Clio, Mt. Morris, Holly and other points."

# TWO BITS

Vol. VI. No. 2

## A Bit Here, A Bit There

Gotham, August, 1925

#### **Our Golf Department**

Favorable developments in Ye Ed. announceable at this writing & we are reasonably certain that all executives in our storagers' industry will sleep more peacefully throughout these hot summer nights when they learn about them, providing of course that the screens on the windows are fixed O.K. so the flies do not get in & bother you. There is nothing more annoying than a fly parking on your nose as daylight dawns & one way to cure the evil is to eat heavily of onions or garlic the night before & the fly is liable to smother to death only our advice is that, if you try that idea, you had ought to sleep with your mouth shut so the fly will not fall in after being smothered, & the golfing developments are as follows:

1st, Ye Ed. negotiated his record score at the Briarcliff convention of the N. Y. State Storagers' Assoc'n. We did 9 holes in 58, including a 419-yd. par-4 hole in 5 & a 350-yd par-4 hole in 5. Moreover we holed out in 1 when our driver inflicted a 4-inch aperture in the landscape near the tee, & if that is not holing out in 1 then we know nothing whatever about golfing.

2d, our slow-growing set of golfing utensils has been expanded by the rcpt of 2 more clubs—1 driver & 1 mashie, the donator being Syd Green, the Petersburg, Va., storager who gifted us with the 1 mid-iron about several mos. ago. Accordingly we publish herewith a:

#### Standing of the Clubs

Standing of the Clubs
Utensil Gifter
1 mid-iron Syd Green, the Peters-
burg, Va., storager
1 driverSyd Green, the Peters-
burg, Va., storager 1 mashie Syd Green, the Peters-
burg, Va., storager
1 golfing bagSyd Green, the Peters- burg, Va., storager
1 brassieWhat notable storager will donate it?
1 spoon mashie How long have we got to wait for it?
1 mashie niblick. Who is going to be the lucky contributor?
1 putter How soon will this one be putt in our possession?
Also 1 good jig- Why has no storager paid
ger freight on this one to
us as vet?

It does not seem proper for the storagers' industry to sit idle & allow Syd Green, the Petersburg, Va., storager, to donate the whole darn set. All that come from other 4s is promises. G. C. Dintelmann, the St. Louis storager, has not sent the club he promised, as announced in the July Two Bits. Charlie Morris, the Gotham storager, has promised to donate 2 utensils but where are they?

Meanwhile Bill Bostwick, N. F. W. A. golfing committee ex-chairman, advises Ye Ed.—on the Burlap Bag page of the June issue of The Furniture Warehouseman—to have courage & patience. That is all very well, but it is not getting us the 1 brassie, 1 spoon mashie, 1 mashie niblick, 1 putter, & also 1 good jigger, that we have been 2 yrs now trying to acquire, Bill.

Another writer on the Burlap Bag page accuses Ye Ed. of being a Gold Digger on a/c of our wanting the golfing utensils donated us. That is libel per se, for in all our experience of digging holes in golfing courses with our sticks we have never struck gold once, in fact if we can strike the ball now & then we are well satisfied, so we do not know what that writer means by characterizing us as a Gold Digger.

To be continued in the Sept. Two Bits unless the U. S. Supreme Court forbids publication as being in restraint of humor, & don't forget to try out our foregoing fly-evil remedy.

## Washington Notes

Clare Aspinwall, the Wash'ton storager, has been reappointed as a member of the B'd of Trustees of Geo. Wash'ton University & has been made chairman of the Medical School Committee, which ought to entitle Clare to be called Doc Aspinwall hereafter.

Charley Pimper, the Wash'ton storager.

Charley Pimper, the Wash'ton storager, has been elected prexy of the Newcomers Club of Wash'ton. Calv Coolidge is still prexy of the U. S.

Van Wicked Mott, the Wash'ton storager, has been elected to the B'd of Directors of Sterrett & Co., Wash'ton, & if we find out what it is that the Sterrett company buys & sells we will publish anoher item telling just what Van's new job is

"Beautiful photograph. You sure have lots of nerve," wires Art Smith, the Wash'ton, D. C., storager, anent our public'n in last mo.'s (July's) Two Bits of picture of Ye Ed. & the 3 pulchritudinous progeny of Andy Murray, Two Bits's business mgr. What must surprise those who know li'l' Arthur is that he did not send the message collect.

Ye Ed. was to Wash'ton on bus. late in May but what of it? Van Wicked Mott, the Wash'ton storager, blew Ye Ed. to dinner & lots of it.

The Stiles Express Co., Asbury Park, N. J., storagers, has joined membership in the N. J. F. W. A. but they are no relation to Ye Ed. of *Two Bits*.

#### **News Items**

Ben Redman, the Salt Lake City storager, has been serving as head of the forces lined up in a war vs. S. L. C.'s yellow peril, the dandelions in the parks. Looks like a chance to grab off some free spinach for your dinner table, Ben.

W. E. Burke, the Spokane, Wash, storager, writes to know why Ye Ed. don't drop around to his village now & then. "Are you still afraid of bears & wild Indians?" is what he inquires to be informed as to, whereas we bet that W. E. would be afraid to ride in Gotham's subway or ride up in our new 46-story office bldg, hey, W. E.?

The typesetter setting up a story, in a Little Rock, Ark., newspaper, about how Jim Walker, the O. K. storager, was going to locate a warehouse in Little Rock, typesetted as follows: "Officers of the company are J. M. Walker, Memphis, president; Q. L. Porter, M. hrdlu hrdlu uhrdlu u Porter, Little Rock" etc. What Two Bits respectively would like to know is whether the typesetter was stuttering, cheering on a/c of Jim's arrival, or trying to whistle the Swiss national anthem.

The Model Stge Whses, the Newark, N. J., storagers, have gifted Two Bits with a "Ready Reference of Broadcasting Stations" ranging all the way from CFCA, which probably means Consolidated Furniture Crashers' Association, to WWJ, which likely means Warehouse Wind Jammers, if you ask us.

The pea-eating machine which Leo Roche, our cartoonist, & Ye Ed. are at work on has not been completed yet but we hope to illustrate & describe it soon. The 1st time it was tried out it pulped the peas into a hash-like substance instead of catapulting them gracefully to the operator's mouth & a large hunk of the pulp landed in the operator's eye. It seems that a special type of twin divot is needed at the base of the peadometer in order for each pea to be expelled in its entirety but Leo anticipates solving the problem in time for the machine to be told of in our Sept. Two Bits.

Next mo. (Sept.) we will publish some elegant news items which Ye Ed. picked up respectfully at the N. F. W. A. & A. W. A. conventions at Mackinac Is. & Chicago, incl. something about Ye Ed.'s resumption at colling

resumption at golfing.
Ye Ed. is buying a new auto, delivery next spring if paid for by then. If any storager has a good book on how to drive

a new auto we would like a loan of it bewt, now & then.

Blanchard Storage Co., Inc., Rochester, N. Y.

# WHAT'S WHAT IN



THE new fireproof warehouse of the Blanchard Storage Co., Inc., Rochester, N. Y., is one of the largest structures in the country devoted exclusively to the storage of household goods. It has a total floor area of 65,000 square feet available for use, is fireproof and burglar proof, and incorporates many features which make it distinctive among buildings of its kind.

One of the features is an elevator capable of handling with each a five-ton motor truck fully loaded. This elevator has a platform 29 feet long by 11 feet wide and its capacity is rated at 20,000 pounds. It is electrically operated.

The Blanchard warehouse is designed to be burglar proof. The heavy fire doors leading to the various floors are provided with patent locks, making it possible to lock off every section of the building. In addition, there are special vaults equipped with double vault doors for the storing of silver and other valuables.

Special provision which has been made for efficient handling of horse-drawn vans on the elevator. Instead of having to transfer the load from the van to the elevator the team is driven directly onto the elevator. The horses are then unhitched and driven off the other side of the elevator. There they enter an ingenious tunnel which leads directly to a room in which are located four stalls. The horses are held there until the van has been taken up on the elevator, unloaded and returned to the ground floor, where the horses are waiting to be hitched again. By taking the van up directly to the floor for which the load is intended an extra handling of goods is saved.

Another feature of the elevator is the fact that it can be stopped below floor level, making it possible to bring the floor of the van even with the floor at which the goods are to be loaded or unloaded, so that most of the goods can be pushed straight out or in instead of being lifted.

The new warehouse is really the combination of six buildings which were purchased by the Blanchard company. By reconstructing into one huge reinforced concrete four-story building the company obtained a warehouse with frontage on Broad, Oak and Industrial Streets, three of the city's most important business thoroughfares. A new subway, through which a belt line railroad for the interchange of freight about the city will run, is located under Broad Street. Provision for connecting with this line has been made by constructing a subbasement below the regular basement in the warehouse. The elevator descends to the sub-basement, making it possible to load a van on the fourth floor and drop it down directly to a waiting freight car at the special siding which has been run to the warehouse.

Special provision has been made for the storage of pianos on a mezzanine floor, which is kept at an even temperature.

Two large steam boilers, located in the sub-basement, heat the building; one is an oil burner, used in the spring and fall, while during the extreme cold of winter the other, which burns coal, is used.

Two fireproof stairways serve the building. At the landing at each floor, the heavy fireproof doors are provided with patent locks. Arthur S. Blanchard, president of the company, and the warehouse foreman are the only ones who have keys to these doors, so that robbery is virtually impossible.

(Concluded on page 52)

## **NEW BUILDINGS**

### LXXXVI

Atlas Storage Warehouse Co.
Philadelphia

GROUND was broken on June 5 for the new eight story and basement home for the Atlas Storage Warehouse Co., at 4013-4017 Walnut Street, Philadelphia, the fireproof building and site together representing an investment of half a million dollars. The structure will exemplify the conviction of the officers of the company that art and beauty in business pay.

company that art and beauty in business pay.

The site is situated in the heart of the high grade apartment district of West Philadelphia and the architecture is thoroughly in keeping with the fine improvements of the neighborhood. The company is named for Atlas, the being in Greek mythology who was believed to uphold on his broad shoulders the very earth itself. It was therefore deemed appropriate that, however utilitarian the building must be, the exterior should typify the name of the company.

The Walnut Street façade is an adaptation of the Doric order of Greek architecture. In the design, the first story is treated as a unit, the entrance to the offices, in the center, being of bronze and plate glass, flanked by black and gold marble columns.

The second story is entirely plain with the exception of three perforated terra cotta grilles placed before three centrally grouped window openings. The plain wall of this story serves as a base for the main feature of the building—a loggia, four stories high, framed with columns, pilasters, entablature and pediment.

Enshrined between the two colossal columns forming the main feature of the loggia is a heroic figure of Atlas supporting the earth. This figure is fifteen feet high and gilded with gold leaf. The background of the loggia consists of a black field relieved by a sparing use of gold and polychrome colors—reds, blues and greens—at decorative points.

The loggia extends from the top of the second to the bottom of the seventh floor, above which comes the pediment, standing out against a plain background extending to a moulded cornice and cresting on the sky-line.

The principal material of the front construction is light cream terra cotta, relieved by grilles at window openings and torches on either side of the loggia. The base is of granite and marble.

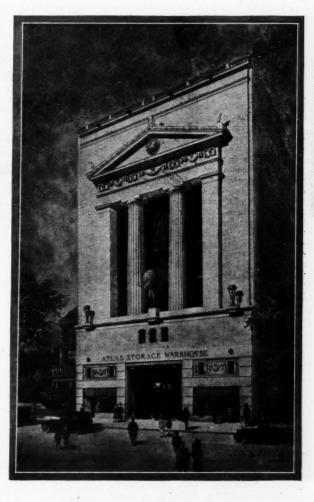
In design the office is consistent with the Greek architecture of the exterior. It is finished in Caen stone with a central grouping of Doric columns forming the main architectural feature. The floor is of alternate blocks of black and white terrazzo. A black Belgian marble counter separates the main customers' lobby from the general office space. In the back center of the office is the entrance to a large silver vault, protected by a heavy steel bank door, above which, on an appropriate pedestal, stands a gilded figure of Atlas about one-third the size of that on the exterior. On either side of the vault, to the rear of the office, are the private offices of executives, and other working facilities, including a rest room for women customers.

From the rear of the office an automatic passenger elevator, giving access to the eight floors of the building, is convenient alike to customers and employees.

The building is of reinforced concrete, on a plot 60 by 280 feet deep, extending to Sansom Street, from which thoroughfare all receipts and deliveries of goods will be made. The front section is eight stories, 60 by 140 feet, and the rear section is one story and basement, 60 by 80 feet. The plans provide for an extension over the rear portion of the building when needed.

The plans are by George S. Kingsley, architect, of New York and Chicago. They provide for every ordinary facility known in storage warehouse construction today, with many improvements designed to make the structure efficient and serviceable. These include special vaults for trunks and rugs; a large number of electrically-lighted rooms for storage of records; examination rooms; access rooms; a salesroom for use by customers desiring to dispose of goods, and several hundred fireproof storage rooms for furniture.

The entire building will be heated by a vacuum steam system, and both temperature and humidity will be (Concluded on page 52)



## FROM THE LEGAL VIEWPOINT

By George F. Kaiser

······

#### A Priority Tangle

CONDITION in the warehouse busi-A ness which heretofore has been more or less prevalent in various cities, and which the warehousemen must face, came up for discussion at a meeting of the Massachusetts Warehousemen's Association recently.

The experience of a member of the association was cited. This member lost two years' storage charges on furniture claimed by a furniture house.

It seems that about two years ago the member accepted, for storage, part of the furnishings of a home. Duplicate receipts were duly mailed to the "owner" of the furniture, but they were not returned either by the addressee or by the postoffice authorities.

No storage charges were paid and recently the furniture was advertised for sale. A local furniture house claimed the furniture without any previous notice of claim to the warehouseman. The local furniture house officials forbade any further sale, after a part had been sold, and refused point blank to pay the accrued storage charges.

The matter did not reach the Courts. but counsel for the warehouse agreed that the warehouseman was without protection in the matter and that he would have to give up the unsold goods to the local furniture house and also stand for the loss entailed for storage of them.

The warehousemen present at the Massachusetts meeting discussed the question pro and con and it was the general consensus of opinion that the time had come when fraudulent practices of this kind must be eliminated and that the legitimate rights of the warehousemen must be protected even to the repealing or changing present laws in many of the States on the priority ownership rights of goods in storage.

#### A Receipts Case

THAT a warehouseman is protected in refusing to deliver goods without a surrender of the receipt was the decision in the recent case of Luhrs v. Valley Ranch Co., Inc., Supreme Court of Arizona, 232 Pac. Rep. 1014.

In this case the plaintiff, George Luhrs, brought this action in replevin to recover possession of four bales of cotton in the custody of the defendant, the Valley Ranch Co. The defendant alleged that it was a public warehouseman, and as such received the cotton in question, and issued its negotiable warehouse receipts therefor to James Harrison. The defendant contended that under Section 25 of the Uniform Warehouse Receipt Act it could not be compelled to surrender the cotton until the receipts were either surrendered or impounded by the Court, and asked that Harrison be en'oined from negotiating the receipts and that they be impounded. The section referred to provides as follows:

"If goods are delivered to a warehouseman by the owner or by a person whose act in conveying the title to them to a purchaser in good faith for value would bind the owner, and a negotiable receipt is issued for them, they cannot thereafter, while in the possession of the warehouseman, be attached by garnishment or otherwise or be levied upon under an execution, unless the receipt be first surrendered to the warehouseman, or its negotiating enjoined. The warehouseman shall, in no case, be compelled to deliver up the actual possession of the goods until the receipt is sur-

"But this protection only applies to

the warehouseman when he brings himself within the first part of the section, viz., when the goods are delivered by the owner or by a person whose act in conveying the title to them to a purchaser in good faith, would bind the owner."

its whole purpose. Kershaw v. Booth

Fisheries Co., 177 Ill. App. 117.

#### The "True Owner"

A further question was presented as to whether the goods were delivered to the defendant by a person "whose act in conveying the title to them to a purchaser in good faith, for value, would bind the owner." It was conceded that at the time of the alleged sale by Franklin to Harrison, Luhrs was the true owner of the cotton. There was, therefore, no question as to whether the goods were delivered to the defendant by the owner himself

It appeared that for the three years immediately preceding the time when the cotton was stored with the defendant, Franklin had had practically entire charge of the ranch where the cotton was produced. He sold most of the products of the ranch. The plaintiff apparently was interested only in getting the proceeds of the sale. He evidently had entire confidence in Franklin. It appeared that even the pickers' receipts were in the name "Franklin and Luhrs" under the plaintiff's express instructions.

Harrison testified he had known Franklin was running the ranch and selling the products for three or four years, and supposed he had a right to do so. There was no evidence that anyone knew of the precise nature of the relations between Luhrs and Franklin except themselves. In view of these facts the Court held that Franklin was a person whose act in conveying title to the cotton to a purchaser in good faith for value would bind the owner, and, therefore, the defendant was within the protection of Section 25. Said the Court:

"To hold that on such evidence as this the law conclusively presumes the outside world had notice that Franklin was merely a hired man, and not an ordinary tenant with the rights of such, would be imposing an almost intolerable burden on all purchasers of farm products.

"We cannot say that on this evidence the trial Court was not justified in finding that Harrison took a good title from Franklin under paragraph 5174. supra.

"If such be the case, the defendant was clearly within Section 25, supra., and the judgment of the Court was correct."

#### What Don't You Know?

MR. KAISER answers legal VI questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in busi-

rendered to him or impounded by the Court."

Harrison intervened in the action. He contended that he was the owner of the cotton by virtue of purchase from a person named Franklin.

The trial resulted in a judgment for the defendant. The plaintiff appealed, contending, among other things, that Section 25 of the Uniform Negotiable Receipt Act did not refer to an action of replevin by the real owner of the goods. The Court overruled this contention, and, in holding that the section in question includes replevin actions, said:

"The whole purpose of the section is to protect the warehouseman who comes into the possession of the property as set forth in the section and issues a negotiable receipt therefor from being liable to two parties. To allow the owner to do by replevin what could not be done by attachment or execution would defeat sing

to

m-

on,

by

in

ır-

he

28

to

in

ıld

at

k-

ue

e-

he

rs

en

ıt,

on

he

p-

ng

It

s.

ır

to

y-

ie

n

se

ıs

le

e

S

-

n

#### Purchaser Liable to Holder

THAT a purchaser of oats in an elevator is liable to the holder of the storage receipts was the decision in Torgerson v. Quinn-Shepherdson Co., 201 N. W. Rep. 615, Supreme Court of Minnesota.

It appeared that a Minnesota statute expressly declares that where grain is stored by a warehouseman upon the agreement of the latter to return an equal amount of grain of the same kind, although not the identical grain deposited, the transaction constitutes a bailment and not a sale. Under this statute if a warehouseman disposes of grain in storage so that he is unable to meet the demands of depositors for a return of the amounts deposited by them, such depositors may regain the grain even from an innocent purchaser for value on the theory that the warehouseman, being only a bailee and not the owner of the grain, cannot give good title thereto.

It appeared that between August, 1920, and June, 1921, various persons stored with a certain elevator company 3708 bushels of oats, and received storage receipts therefor. These receipts, which were in the form prescribed by statute, provided that upon the return of the receipts and payment of the lawful charges, the same amount, kind and grade of grain as that deposited would be delivered to the persons named in the receipts or their order.

In June, 1921, the defendant company purchased from the elevator company two carloads of oats. The oats were shipped to the defendant and resold by it. After this transaction was completed, there remained in the elevator only 148 bushels. The elevator company did no further business, and the manager soon moved away.

Subsequently, the plaintiff, as assignee of the storage receipts, brought this action to recover for the conversion of the oats. The Court found that there had been a conversion of all the oats stored by the plaintiff's assignors, with the exception of 148 bushels, and directed judgment for the plaintiff. The judgment was affirmed upon appeal. The Court said in part:

"The elevator company could not give the defendant good title by a sale. The defendant purchased in good faith. Its innocence does not protect it. It is the policy of the statute, as construed by this Court, to protect the one who stores grain, and if loss comes from the misconduct or misfortune of the elevator company to let it fall upon the purchaser. We do not find that subsequent legislation, up to the time the facts at the basis of this controversy arose, has changed the doctrine stated in Hall v. Pillsbury, and other cases."

#### A Lien Problem

LEGAL EDITOR, Distribution & Warehousing: Permit us to inquire if the action which has recently been taken by one of the installment furniture firms in our city is legal and as to what we should do about it.

A lady stored her goods with us several years ago. She is now living in New York City; she has kept up her storage fairly well with us, but has ceased payments on a few of the pieces in her lot which were bought on installment contract.

The furniture house insisted upon payment or repossessing the goods and she wrote us to give them over to the furniture firm without objection. They, thereupon paid us a fair share of the storage accumulated which would apply

to those goods, \$30, and took same. They since took publication notice without our knowledge and brought suit in Justice Court for refund of the \$30 paid us and incidental costs, bringing the total up to \$44, and secured a judgment against her and us under which they threaten to seize all of her goods still in storage.

We have done nothing more about this but tell the installment house that we believe their action unfair, and if pressed we will have to defend and, furthermore, refuse them hereafter all information and assistance in connection with any lots in our care.—F. S. & T. Co., St. Paul, Minn.

#### "Legal Possessor"

Answer: A warehouseman's lien is inferior in the absence of a statute to a mortgage lien on property stored in violation of the provision of the mortgage without the mortgage's consent. In like manner a warehouseman's lien is inferior to the lien of the holder of a conditional bill of sale. Of course this covers installment houses which reserve title to the goods.

Section 7037 provides: "For what given. Such lien and right of detainer shall exist for keeping or storing property as a warehouseman or other bailee."

I know of no decided case in your State and can find none in the law library here, but the inclusion of the words "legal possessor" is in your favor. Why not try the matter out once and for all?

(Colo.) In view of C. L. 1921, § 1272 (a), prescribing definitely that consent of county is required only for propelling of vehicles bearing loads exceeding eight tons, thus excluding intention that consent is necessary for any other vehicle, the Public Utilities Commission was authorized to grant a certificate of public convenience and necessity to a truck line company, under Public Utilities Act, § 35 (c) being C. L. 1921, § 2946, without consent of county commissioners of counties involved, as the words "required consent of proper county," in such section mean "required by law," and requirements of law are defined in section 1272 (a).—Atchison T. & S. F. Ry. Co. v. Public Utilities Commission, 234 p. 175. Key No. 8.

(Where freight has been paid and receipt for shipment given by consignee, and delivery is completed without relationship existing between consignee and carrier, R ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of Distribution & Warehousing to cover publisher's costs. Key number should be specified.

either as common carrier or as warehouseman for compensation, carrier, by mere voluntary assistance of agent in closing or sealing car, where no storage or demurage is charged or chargeable, becomes, at most, a gratuitous bailee.—Id.)

(Ga. App.) In view of Civ. Code 1910, § 2730, where goods are shipped by railway, and on arrival at destination are deposited in place of safety and held to be delivered on demand, liability as carrier ceases, unless custom of trade is shown to be otherwise, and that of warehouseman, under sec-

tion 3503, begins.—Allen v. Southern Ry. Co., 126 S. E. 722. Key No. 140.

(Where, after delivery of shipment and receipt therefor by consignee, carrier assumed duties of warehouseman in relation to car in which goods were stored, so that, under statute and rules of public service commission, it could charge for use of car after expiration of free time, it was liable, in case of injury to goods, as warehouseman for any lack of ordinary care.—

Id.)

(Ga. App.) Where, after arrival and delivery of goods, carrier becomes liable as warehouseman, it had burden to show proper diligence.—Allen v. Southern Ry. Co., 126 S. E. 722. Key No. 146.

(Ga. App.) Carrier, in addition to compensation for carriage of goods, may charge for their storage and keeping, as warehousemen, for whatever time they remain in its custody after owner has had reasonable opportunity to remove them.—Allen v. Southern Ry. Co., 126 S. E. 722. Key No. 191.

(Ga. App.) Carrier as ware-houseman is chargeable with the duty of notifying consignor if consignee's refusal to accept goods and with further duty of holding same subject to consignor's order.

—Bailey v. Georgia R. R., 126 S. E. 896. Key No. 142.

(La.) Transfer company's compliance with Acts 1924, No. 186, amending Acts 1918, No. 196, relating to procurement of certificates of ability and skill of its drivers in parish of its domicile is sufficient.—Roux v. Teche Transfer Co., 103 So. 180. Key No. 11.

(La.) Temporary injunction, restraining transfer company from operating its vehicles on highways of particular parish, issued without notice on application which did not allege that irreparable injury would result from delay required to give notice to defendant, held improvidently issued, under Acts 1924, No. 29, §§ 1, 2.—Roux v. Teche Transfer Co., 103 So. 180. Key No. 18 (6).

(Ohio) Motor vehicle transporting property for hire under definite contract describing property, and points of carriage and compensation therefor, and not holding himself out to carry nor in fact carrying property for other persons, and not operating under public franchise, is not common carrier nor motor transportation company within Gen. Code, §§ 614-2, 614-84 (110 Ohio Laws, pp. 212, 213).—Hissem v. Guran, 146 N. E. 808. Key No. 4.

(Ohio) In view of Const. art. 1, § 10, and Const. U. S. Amend. 14, persons operating as private carriers of property over State highways for hire are not subject to 110 Ohio Laws, pp. 212-223, regulating operation of motor propelled vehicles.—Hissem v. Guran, 146 N. E. 808. Key No. 5.

(Ohio) Motor transportation company holding certificate of convenience and necessity under Gen. Code, § 614-88 (110 Ohio Laws, p. 216), is not entitled to protection from competition as against owners of motor vehicles operated as private carriers over same routes covered by certificate.—Hissem v. Guran, 146 N. E. 808. Key No. 8.

(S. C.) Owner of cotton stored with warehouseman was entitled to cotton as against second warehouseman, with which cotton had been re-stored without owner's consent, on presentation of warehouse receipt issued to first warehouseman, indorsed by owner and one of the receivers of such first warehouseman.—First Bank & Trust Co. v. Lancaster Cotton Mills, 126 S. E. 751. Key No. 25 (1).

(Tenn.) Though persons may acquire warehouse receipts in good faith notwithstanding they knew receipts contained false statements, where receipts obtained by fraud were negotiated to defendants by delivery, burden was on them to show that they acquired receipts honestly, and that they were holders in due course for value.—Young v. Harris-Cortner Co., 268 S. W. 1120. Key No. 17.

(Evidence *held* sufficient to warrant finding that transferees of warehouse receipts obtained by fraud were not holders in due course for value.—Id.)

(Wash.) Bank which leases safety deposit boxes in connection with its banking business must exercise that degree of care which an ordinarily prudent and careful man would exercise under like circumstances with reference to his own property.—Sporsem v. First Nat. Bank, 233 p. 641. Key No. 45.

(Contract for which depositary "assumed no liability for any loss or damage that might occur" from safety deposit boxes, if constructed to limit liability of depositary for its own negligence, was ineffective, as law fixes such liability.—Id.)

(Wash.) Degree of care which a depositary is required to exercise over safety deposit boxes is ordinarily a question of law for Court.—Sporsem v. First Nat. Bank, 233 p. 641. Key No. 47.

(Whether a depositary has exercised required degree of care to prevent loss from safety deposit boxes is ordinarily a question of fact for jury.—Id.)

(In depositor's action against bank for losses sustained by burglarizing of safety deposit boxes, bank president's statement with reference to safety appliances and safety of vault was admissible as showing whether he appreciated insecurity of vault.—Id.)

(In depositor's action against bank for losses sustained by burglarizing of safety deposit boxes, evidence as to manner of fastening window in rear of bank through which burglars entered was admissible on question of whether bank was negligent.—Id.)

(U. S. C. C. A. Mass.) The purchaser in Russia of a warehouse receipt then held by a trust company in New York as agent of the seller, and calling for goods stored in the United States, title to which was transferred to the purchaser by other documents, with an order for the receipt, was a holder of the receipt within Warehouse Act Mass. 1907, c. 582, § 1.—Lynn Storage Warehouse Co. v. Senator, 3 F. (2d) 558. Key No. 15 (2).

(U. S. C. C. A. Mass.) Warehouse Act Mass. 1907, c. 582, § 8, which provides that if a warehouse receipt is not plainly marked on its face "nonnegotiable" or "not negotiable," a holder, who purchased it for value supposing it to be negotiable, may treat it as imposing upon the warehouseman the same liabilities which he would have incurred had the receipt been negotiable, such a holder may maintain an action against the warehouseman as for conversion for delivery of the goods without requiring production of and taking up the receipt under section 12. -Lynn Storage Warehouse Co. v. Senator, 3 F. (2d) 558. Key No. 17.

### \$400,000,000 Is Estimated Annual Cost of Moving in the United States

A MERICAN families in the aggregate spend fortunes to move each spring and fall, according to figures made public by the American Gas Association, New York. The rather impressive sum of \$200,912,250 is what it cost the people of urban communities to transfer their household belongings elsewhere last April and May—an estimate based on reports from gas companies—and this figure must be doubled when the October-November season is considered, says a

statement issued by the gas association. How this semi-annual expenditure of \$200,912,250 is divided is set down as follows:

Actual cost of moving from one place to another, \$58,575,000.

Purchase of new furnishings and domestic appliances, \$117,150,000.

To plumbers and fitters for repairs

To plumbers and fitters for repairs and connecting up various household facilities, \$11,715,000.

Cost of eating meals in restaurants,

etc., while process of moving is under way, \$11,715,000.

Cost to public for connecting and disconnecting meters and similar duties performed by public utility companies in furnishing gas and electric service at moving time, \$1.757.250

"Gas companies," the statement comments, "especially find moving day the busiest time of the year"—which, it may be said, is what household goods storage executives have long suspected!

# WITH THE ASSOCIATIONS

·····

HERE is presented in tabloid form that Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

#### **New Members**

A NNOUNCEMENT is made that the following companies have taken membership in various warehousing associations:

#### A. W. A.

With the merchandise division of the American Warehousemen's Association:

Charleston Warehousing & Forwarding Co., Charleston, S. C. W. H. Mixson is president and J. H. Haskell is treasurer.

Ferguson Transfer Co., Marshfield, Ore. Duncan Ferguson is owner.

Headley's Express & Storage Co., Inc., Chester, Pa. William E. Headley is president and Francis A. Headley is secretary.

Merchants Warehouse Co., Memphis, Tenn.

Red Ball, Inc., Oklahoma City, Okla. Scott Townsley is president and H. S. Brimm is secretary.

Southern Tier Storage Sales Co., Elmira, N. Y. N. H. Hoffmann is president and Netta Locke is secretary.

Wertz Warehouse Co., Reading, Pa. James O'Rourke is president and E. J. Morris is secretary.

The Pottsville Storage & Transfer Co., Pottsville, Tenn., has joined the merchandise and household divisions. E. R. Young is president.

The United Refrigeration & Terminals Co., Inc., New York, has joined the cold storage division. J. A. Weisenfluh is president, and L. M. Beelen is treasurer and general manager.

The Cummins Storage Co., Canton, Ohio; Great Northern Warehouse Co., Inc., Minneapolis; Springfield Warehouse & Transfer Co., Springfield, Mo., and Witwer Bros. Co., Cedar Rapids, Iowa; A-B-C Fireproof Warehouse Co., Kansas City, Mo.; India Wharf Brewing Co., Brooklyn, have resigned from the A. W. A.

#### N. F. W. A.

National Furniture Warehousemen's Association:

Franklin Fireproof Warehouses, Inc., Brooklyn. B. F. Lenihan and J. J. Muldoon are owners.

Henry Transfer & Storage, Elkhart, Ind. F. S. Henry is president. Moore's Storage Warehouse, Bridgeport, Conn. George P. Moore is proprietor.

Palo Alto Transfer & Storage Co., Palo Alto, Cal. H. N. Vandervoort is president and I. P. Vandervoort is secretary.

Park Storage Warehouse Co., Camden, N. J. C. S. Zeigler is president and E. J. Zeigler is secretary.

Ware Transfer & Storage Co., Des Moines, Iowa. S. C. Ware is proprietor.

#### I. A. W.

Illinois Association of Warehousemen: La Salle Warehouse Co., Peru, Ill.

#### Minnesota

Minnesota Warehousemen's Association:

Northwest Warehousing Co., Minneapolis.

#### N. J. F. W. A.

New Jersey Furniture Warehousemen's Association: Stiles Express Co., Asbury Park, N. J.

#### P. C. F. W. A.

Pacific Coast Furniture Warehousemen's Association:

McClintock Storage Warehouse Co., San Diego, Cal. H. R. McClintock is president, and C. C. Temple is secretarytreasurer.

Shear Transfer & Storage, Santa Monica, Cal.

#### Penn. F. W. A.

Pennsylvania Furniture Warehousemen's Association:

Maple Storage Warehouse, Germantown, Philadelphia.

J. H. Walker Storage Warehousing Co., Inc., Philadelphia.

#### A. A. I. R.

STORAGE executives identified with the cold storage branch of the public warehouse industry were prominently active at the fifteenth annual meeting of the American Association of Ice and Refrigeration, held at Washington in June.

R. H. Switzler, secretary, St. Louis Refrigerating & Cold Storage Co., St. Louis, a past vice-president of the American Warehousemen's Association, was reelected president. Nimmo Old of the Anheuser-Busch Ice & Cold Storage Co., Inc., Norfolk, Va., was elected first vice-president. Ralph C. Stokell, Chicago, who is executive secretary of the cold storage division of the A. W. A., was reelected executive secretary. J. F. Nickerson, Chicago, identified with the cold storage division activities of the A. W. A., was reelected general secretary.

#### Directors

The directors elected include Mr. Switzler and Mr. Old and Mr. Stokell; George M. Weaver, manager, Chicago Cold Storage Warehouse Co., Chicago, and a director of the A. W. A.; Earl S. Ormsby, Merchandise Ice & Cold Storage Co., St. Louis; J. R. Shoemaker, vicepresident, Hygeia Refrigerating Co., Elmira, N. Y., a director of the A. W. A. and president of the New York State Cold Storage Association; F. B. Whipple, president, National Ice & Cold Storage Company of California, San Francisco; Gardner Poole, president, Commonwealth Ice & Cold Storage Co., Boston, and president of the American Warehousemen's Association; Frank A. Horne, president, Merchants Refrigerating Co., New York.

Alternate directors, C. W. Chapman, Detroit Refrigerating Co., Detroit; J. A. Mooney, manager, Industrial Cold Storage & Warehouse Co., Philadelphia; G. D. Liles, treasurer, Buffalo Cold Storage Co., Buffalo; C. K. Melrose, Union Ice & Storage Co., San Francisco; William Fellowes Morgan, president, Brooklyn Bridge Freezing & Cold Storage Co., New York; W. G. Eisenmayer, Los Angeles Ice & Cold Storage Co., Los Angeles; Thomas Gadsden, operating executive, G. H. Hammond Co., Chicago

Mr. Switzler in his report as president alluded to the National Distribution Conference held at Washington last January. He said:

"It was a conference on distribution wherein the subject of economic waste in all its vagaries was specially treated by Secretary of Commerce Hoover, and machinery for permanent handling of the subject of distribution initiated by approximately 150 men, specially invited for the purpose from all over the United States. The president confesses to some astonishment that he apparently was the single representative of the warehousing

industry in active attendance and participation in the conference.

"The results of this gathering are already apparent in the wide attention being paid to distribution in various publications, a notable one being the recent pamphlet issued by the Department of Commerce—Trade Promotion Series 115 entitled 'The Merchandise Warehouse in Distribution.' Our constituent member organization, the cold storage division of the American Warehousemen's Association, has a particular interest in this subject, and I am advised by its officials that the work of the distribution conference will be closely followed."

A film on cold storage which the New York State Cold Storage Association had prepared was presented.

#### A. W. A.

IT is announced that the coming anmual convention of the American Warehousemen's Association will take place in Washington, D. C., on December 1st to 5th inclusive. Atlantic City, N. J., also had been under consideration. The American has not met in Washington for fifteen years, whereas at one time it was planned that the organization should assemble there every other year.

#### Iowa

TWO score members of the Iowa Warehousemen's Association attended the mid-summer meeting at the Hotel Burlington, Burlington, June 18-20, representing most of the larger public storage companies in the State, with every city of importance included in the roll. Herman Ewert, Davenport, the president, was in the chair, and Mayor Thomas J. Smith welcomed the visitors at the opening session. George Mercer, president of the Mercer Transfer & Storage Co., Burlington, was in charge locally and arranged a well-balanced program of business and activity.

E. M. Elliot, Cedar Rapids, discussed

E. M. Elliot, Cedar Rapids, discussed "Store Door Deliveries," and a luncheon at the hotel closed the morning session. The afternoon was spent in an inspection of the Chittenden & Eastman furniture warehouse, recently completed, and a swim at a beach resort. In the evening a chicken dinner and an informal program at Sunset Inn occupied the time. Various convention talks during the other two days included:

"The Industry's Greatest Evil, Its Cause and Its Cure," by Chester B. Carruth, Chicago, actuary of the A. W. A.; "Basis of Charges for Heavy Hauling," by Frank Berg, Des Moines; "Workings of the Inter-City Removals Bureau—Its Possibilities and Obstacles," by J. J. Brady, Fort Dodge; "Tariff on Long Distance Moving Established by South Dakota," by Ray Wilcox, Sioux City; "Can We Establish a Base Rate for Long Distance Moving in Iowa?" by A. M. White, Fort Dodge; "Modern Methods Applied to the Moving and Storage Business," by Thomas A. Jackson, Chicago.

A round table report and discussion of

business conditions was held under the general subject of "What Can Be Done to Stimulate the Storage Business?" led by F. C. Eslick, Mason City, from the merchandise warehouseman's viewpoint, and by C. A. Dragoun, Ames, on behalf of the household goods branch.

-Louis Savaage.

#### Massachusetts

THE unfavorable effect, on the storage business in Boston, of "in transit" rail rates was a feature of discussion at the June meeting and dinner of the Massachusetts Warehousemen's Association.

Many of the members contended that the "in transit" rates were unfair, not only to local warehouse companies but to the carriers as well. As one of the members expressed it, "Boston, geographically, is at the end of the line with the broad Atlantic at its front, and consequently it has little or none of the 'in transit' goods in its warehouses, which

#### For Price Slashers:

THE following is reprinted from the American Automobile Association's truck division service bulletin:

Count that day lost
Whose low descending sun
Finds prices slashed to hell
And business done for fun.

cannot be said of many of the ware-houses in other parts of the country." The member characterized this situation as one of the greatest ills which the New England railroads were suffering from, on account of loss of long hauls which they had previously enjoyed.

Olin M. Jacobs, recently retained as the association's secretary, was authorized to establish a system of statistics with respect to the current condition of the general merchandise, household goods and cold storage branches of the industry legally

At the association's May meeting the guests were the committee on terms and conditions of the A. W. A.—T. E. Witters, Baltimore, chairman; John L. Nichols, Boston; William B. Mason, Providence, R. I.; O. C. Mackey, Boston; N. A. Emmertz, Chicago, and Sydney A. Smith, Chicago. While in Boston the committee held daily sessions in an effort to work out revisions of the terms and conditions for the A. W. A. Encyclopedia.

—S. F. Holland.

#### Washington State

A T the second annual meeting of the Washington State Warehousemen's Association, held in the auditorium of the Chamber of Commerce at Yakima, officers and directors were elected as follows:

President, W. G. Dickinson, president, Lambert Transfer & Storage Co., Seattle. He is a past president of the Pacific Coast Furniture Warehousemen's Association.

Vice-president, J. M. Watkins, president, Pacific Transfer Co., Spokane.

Secretary-treasurer, Dean C. McLean, operating executive, McLean, the Mover, Inc., Tacoma.

Directors, eastern division, F. E. Grimmer, Grimmer Storage & Truck Line, Spokane; William Beardmore, operating executive, Beardmore Transfer Line, Spokane; H. H. Miller, president, Miller-Callison Storage & Transfer Co., Inc., Yakima

Directors, western division, Walter Eyres, president, Eyres Storage & Distributing Co., Seattle; James A. Walker, president, Reliable Transfer & Storage Co., Seattle; G. B. Nicoll, secretary, United Warehouse Co., Seattle; Joseph L. Winn, president, Winn & Russell, Inc., Seattle.

The chief business discussed by the twenty-five attending members was the proposed State licensing Act, which, it is expected, the State Legislature will enact in November. After much argument regarding the relative merits of the flat rate license fee as compared with rates based on percentage of gross earnings, the flat schedule was recommended by the association. The schedule recommends a \$100 fee for cities of the first class, with bond of \$50,000; \$50 for second class cities, with bond of \$25,000: \$25 for third class cities, with bond of \$10,000, and \$10 for all incorporated towns, with \$5,000 bond. The association recommended further that perishable fruits and produce storage companies be exempted along with the cold storage and grain warehouses, from the provisions of the Act.

#### Minnesota Law as Basis

Walter Eyres, chairman of the legislative committee, reported that that committee had conferred with the Assistant Attorney General of the State and the legal official attached to the Public Service Commission, and had held meetings with Port Commission representatives in Seattle, Tacoma, Everett, Port Angeles and Grays Harbor, and that the committee had decided it would be necessary to have the proposed Act self-supporting in order to police the several provisions of it.

These provisions are based largely on the present Minnesota law. In this connection a letter was read from W. W. Morse, Minneapolis, a past president of the A. W. A. and of the Minnesota Warehousemen's Association, expressing his approval of the different sections of Washington's proposed act. Mr. Morse emphasized the desirability of avoiding gross revenue rates and adopting instead the flat rate license fee.

The meeting was presided over by the retiring president, James A. Walker, Seattle. A banquet held at the Commercial Hotel was presided over by his successor, Mr. Dickinson.



## "Type KA (extra-long wheelbase) Autocar Saves on License and General Overhead"

WHEN you get behind the wheel of a truck with a van body having a capacity of over 800 cubic feet, you would naturally expect that it would be a real job to drive it; but quite the contrary is true in the case of the Type KA Autocar, which is made with an extra-long wheelbase to carry extra-long or extra-bulky loads.

One of these extra-long wheelbase Autocars has been in the service of the Cherry Transfer & Storage Company, Inc., of Atlanta, Ga., for several months; and they are as well pleased with this feature of the truck as they are with its low operating cost. Mr. J. M. Cherry, President of the company, writes to the Atlanta Autocar Factory Branch:

"We believe you will be interested to know of the results we are getting with our five Autocar vanbodied trucks.

"As you know, we bought our first 2-cylinder Autocar two years ago and equipped it with a

twelve-foot body. Since then we have purchased three more of this model truck; and a few months ago invested in one of your 27-KA extra-long wheelbase 4-cylinder trucks.

"This last truck, although it has a body 18 feet long,  $6\frac{1}{2}$  feet high and 7 feet wide, we find handles as easily as the general run of trucks of 2-ton capacity with a body four feet shorter. In city work and on congested streets this truck is the only one we know of that will take this body under a rated capacity of  $3\frac{1}{2}$  tons, saving us on operating expense, license and general overhead.

"We are very much pleased with our fleet of Autocars, both as to economy of operation, repairs and general adaptability to our particular line of work."

The Autocar Company

ESTABLISHED HOP?

Ardmore, Pa.

Branches in 50 cities

Autocar

gas and electric trucks
EITHER OR BOTH - AS YOUR WORK REQUIRES

#### Pacific Coast F. W. A.

THE central division of the Pacific Coast Furniture Warehousemen's Association at its June meeting, held in Sacramento, went on record as favoring the "10c. per pound" clause, in preference to any other, on moving, storage and shipping orders.

The southern division at its June meeting, held in Hollywood, appointed a committee headed by Henry M. Burgeson, Los Angeles, to redraft a bill which failed at the recent session of the California Legislature and which would provide for a constitutional amendment designed to clear up the present uncertainty as to which laws the trucking industry is subject.

#### Illinois F. W. A.

AT the annual meeting of the Illinois Furniture Warehousemen's Association officers and directors were elected as follows:

Ralph J. Wood, president Lincoln Warehouse & Van Co., Chicago. Mr. Wood has been general secretary of the National Furniture Warehousemen's Association since its organization in 1920.

Vice-president, A. H. Hollander, owner

Hollander Fireproof Warehouses, Chi-

Secretary, J. J. McAuliff, secretary David Fireproof Storage Warehouses, Chicago.

Treasurer, F. Binz, Jr., Harder's Fire-Proof Storage & Van Co., Chicago.

Directors, Joseph H. Meyer, president Federal Fire Proof Storage Co., Chicago; R. B. Coddington, manager Hebard Storage Warehouses, Chicago; Jack Joyce, Joyce Bros. Storage & Van Co., Chicago; M. D. Snedicor, proprietor Midway Fireproof Storage, Chicago.

#### TWO ASSOCIATIONS EXPEL THE FICKE WAREHOUSES

URTHER developments in the Brooklyn case of duplication of warehouse receipts are as follows:

Joseph Reiter, head of the bankrupt Federal Food Stores Co., was sentenced by Justice Hagarty to Sing Sing prison from five to ten years, the maximum sentence, after a Supreme Court jury had convicted Reiter of first degree grand larceny. Thedore Ficke, Jr., president and treasurer of the Theo. Ficke Warehouses, Inc., had testified during the trial that he issued duplicate warehouse receipts at the request of Reiter. The larceny charge against Reiter was that he had obtained a loan of \$25,000 from the Brooklyn Trust Co. on certain warehouse receipts amounting to \$32,000, of which \$14,000 worth were declared to be fraudulent, being duplicates of receipts for merchandise in storage in the Ficke warehouses.

The Ficke company has been expelled from the Warehousemen's Association of the Port of New York and from the merchandise division of the American Warehousemen's Association. The Port of New York body adopted the following resolution:

Whereas, in the trial of Joseph Reiter, as general manager of the Federal Food Stores, Inc., on a charge of grand larceny, in the suit of the Brooklyn Trust Co., Theodore Ficke, president of the Theo. Ficke Warehouses, Inc., testified that he had issued more than one negotiable warehouse receipt, in more than one instance, where there was only one lot of goods stored; and

"Whereas, the confidence of all banking and financial institutions of the City of New York has been shaken by the revelation of such alleged unlawful practices of the Theo. Ficke Warehouses, Inc., in issuing warehouse receipts for merchandise placed in warehouse with them; and

"Whereas, in order to restore and maintain a confidence in the integrity of warehouse receipts issued by individual warehouse companies composing the membership of the Warehousemen's Association of the Port of New York; therefore be it

"Resolved, that the Warehousemen's Association of the Port of New York,

Inc., do now and hereby condemn such practices as in violation of the law, and as betraying that confidence essential to the conduct of trade; and that we pledge ourselves to an effort to eliminate, by investigation of applications for membership, and by example of performance, all attempt or purpose to destroy the integrity and security now existing; and be it further

"Resolved, that the said Theo. Ficke Warehouses, Inc. of Brooklyn and Manhattan, be expelled from membership in this association forthwith."

The situation was brought to the attention of the merchandise division of the American Warehousemen's Association at the division's summer convention at Chicago, on July 14, by Gardner Poole, Boston, president of the American. Mr. Poole said the association had felt some embarrassment because New York banks were wondering what the A. W. A. stood for and how careful was the association's scrutiny of its membership. The present by-laws of the A. W. A. contained no provision for expulsion of a member in such a situation, Mr. Poole pointed out, except after a hearing of an accused member, whereupon by vote of two-thirds of the directors he might be expelled. Mr. Poole believed the by-laws should be amended at the December convention, so that the association could go before the bankers of the country and show them that the American was safeguarding the receipts issued by its members.

The merchandise division voted that the Ficke warehouses be expelled from the division forthwith and that charges be filed with the A. W. A. directors with a view to having the Brooklyn company expelled by them.

#### Steady Jobs Here!

Charles R. Saul, president of the Columbia Storage Warehouses, New York, offers what he believes may be a record, in the household goods storage industry, in the way of continuous employment.

Figures have been compiled by Mr. Saul showing that 67 per cent of his employees have been with the Columbia firm longer than ten years. Two employees have been there thirty-two years and one employee thirty-three years.

#### ELASTICAP CO. SUFFERS \$150,000 LOSS BY FIRE

THE entire fire fighting force of Hoboken, N. J., and a fleet of railroad tugs were summoned on the morning of July 18 to combat a fire which destroyed several sheds of the Elasticap Company, public merchandise ware-housemen, at 11th and Hudson Streets, along Hoboken's waterfront. About twenty automobiles in storage in one of the sheds were destroyed, and the total property loss was estimated at approximately \$150,000.

For a time the flames threatened commercial warehouses on seventeen acres of property. A great quantity of chemicals were burned and this made the job of fighting the fire a difficult one, but the firemen succeeded in saving some \$5,000,000 worth of merchandise stored in the various buildings. Several firemen were injured. The cause of the blaze was not determined.

#### Pritchard Receiver Discharged

By a recent Court order the receiver for the Pritchard Storage & Warehouse Co., Inc., Rochester, N. Y., has been discharged and the business now is being conducted under the supervision of a board of directors comprising William T. McCaffrey, president of the National Bank of Rochester; Judge Harvey F. Remington, Carleton F. Brown and George F. Stone, all of Rochester, and J. Stanton Brown, New York City.

Mr. McCaffrey is president of the new organization and Mr. Stone is secretary and treasurer. Redfield Tomlinson, who has been the receiver, remains in active charge as general manager.

Organized in 1920, the Pritchard firm does a general storage warehouse business in buildings formerly the property of the Pritchard Stamping Co., at East Main and Circle Streets, along the tracks of the New York Central Railroad.

#### New GMC 1-Ton Truck

The General Motors Truck Co. has placed on the market a new model 1-ton vehicle, which is claimed to be the first motor truck equipped with four wheel

ng

ry es, rent o; ee, o;

\*\*\*

of ilnch ap ets,

of al i-

i-

ob at

 $^{\rm ed}$ 

eie

r

3-

g a

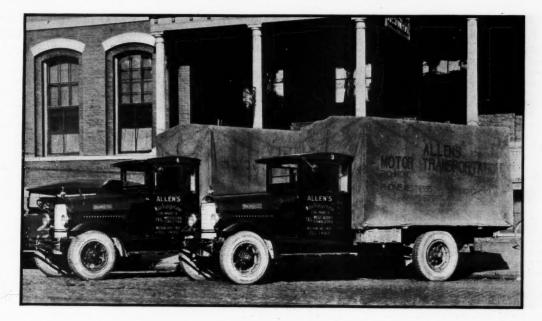
m

d

y

e

ıl



# His Ideal

of motor transportation equipment was a real, honest-to-goodness truck having the speed and smooth operation of a high-grade passenger car as well as the stability and ruggedness necessary to withstand hard service. Mr. Allen of Allen's Motor Transportation, Cincinnati, had been looking for such a vehicle for a long time, but without success until he saw the ROADMASTER, Selden's latest achievement, a 2½-ton, 6-cylinder, 72-H.P. speed truck. Read what he says:

### **PACEMAKER**

This 1¼-ton 6-cylinder model is also a real truck in every detail of construction. The highly satisfactory performance and service of the large number of Pacemakers in Caily operation proves the superior construction of this speed model. 30,000 and 40,000 miles in a year's operation, with practically no repair costs is a good test.

"Purchased two Selden Roadmasters of the Heinz Motor Sales & Service Co., of Cincinnati, which I started to operate on May 11th, 1925, in express service, and I am awfully well pleased with them. Am so well pleased with their service and also the service and the attention which the Heinz Motor Sales & Service Co. render that on June 12th I purchased the third one and put into service.

"Because of the construction and the quiet operation of these motor trucks they attract quite a bit of attention. They do our work so easily and are very economical in the consumption of gasoline and oil.

"I cannot praise the Selden Roadmaster too highly."

In extremely heavy-duty freight service the big, powerful, 5-7-ton Unit 90 with the 9-speed transmission is giving the dependable, low-cost service required. Unit 90 has a 4-cylinder motor 5" bore by 6" stroke, Ross cam and lever steering gear, inclined at an angle which provides easy handling and comfort for the driver.

## SELDEN TRUCK CORPORATION, Rochester, N. Y.

New York Branch: Van Alst Ave. and So. Jane St., Long Island City New England Branch: 1121-1123 Commonwealth Ave., Boston



#### L. L. LEONARD DIES AT N. F. W. A. CONVENTION

THE sixth annual convention of the National Furniture Warehousemen's Association, at Mackinac Island, Mich., has a tragic touch when one of its prominent members, L. L. Leonard, vice-president of the General Warehousing Company, St. Louis, passed away in his room at the Grand Hotel during the forenoon of July 9.

During the boat trip from Chicago to Mackinac, Mr. Leonard had complained to several of the delegates that he was suffering with spells of dizziness and he told an intimate friend that he feared he was going to have a stroke of some kind.

Arriving at Mackinac he appeared to be in good health, however. On the evening of the 7th the dizzy spells recurred some time after the dinner hour. On the following morning he sent for a personal friend, Julian M. Gibson, St. Louis, president of the Missouri Warehousemen's Association. Arriving at Mr. Leonard's room, Mr. Gibson found that Mr. Leonard had sent for a physician, who was unable at the moment to diagnose the case except to say that Mr. Leonard apparently had gas pains in the abdominal region.

Mr. Leonard begged Mr. Gibson and the physician not to inform his St. Louis business associates, W. Lee Orcutt and M. W. Niedringhaus, of his illness and not to spread the word to the convention delegates. The physician, however, advised otherwise.

Shortly thereafter Mr. Leonard lapsed into unconsciousness and remained in a state of coma until the end, on the following day. His death was attributed to uremic poisoning.

#### Resolution by Convention

News of Mr. Leonard's passing was telephoned to the convention room where the delegates were in session. E. B. Gould, San Diego, Cal., the association's president, asked the delegates to stand and he then made the announcement, together with paying Mr. Leonard a eulogy in which he emphasized the deceased's sincerity of purpose, his devotion to his family, his value to the association and his friendly character. At Mr. Gould's request the delegates bowed their heads in silent prayer for a moment, and the ensuing scene was one which in impressiveness was unprecedented in the association's history.

Mr. Gould appointed Judson M. Davis, Los Angeles, and C. A. Neal, Cleveland, to draw up resolutions of sympathy. This memorial, adopted later in the day, expressed the association's regret and

declared in part:

"Mr. Leonard was a member of the
St. Louis bar, and while he was comparatively a newcomer in our industry.

St. Louis bar, and while he was comparatively a newcomer in our industry, his advice and counsel were of great assistance to us in solving the many problems in the development of our business."

On motion by Mr. Gibson the convention then adjourned for the day.

L. L. Leonard was 52 years old. At the various N. F. W. A. conventions he was prominent in the discussions on the floor, and his counsel was sought particularly in connection with problems in which legal advice was essential.

When the American Warehousemen's Association met at St. Louis a few years ago Mr. Leonard took part in the organizing of the Missouri Warehousemen's Association and was elected its first president.

#### \$1,000,000 Brooklyn Warehouse

A new household goods storage warehouse estimated to cost \$1,000,000 and of artistic architecture is to be built by the Long Island Storage Warehouses, Brooklyn. The site, 26,000 square feet, faces Ocean Parkway at Prospect Park. An old Brooklyn landmark, Perry's Casino, stood there until destroyed by fire about a year ago.

The property was recently purchased by the Long Island company, whose president, Edward T. Jenkins, announces that the contemplated warehouse will be the only building of its size east of the Mississippi. It will contain a mammoth safe deposit vault and will be modern also in other respects. The site faces one of the most traveled of Brooklyn highways, thousands of motor cars passing daily.

"When we are ready to go ahead with the building," Mr. Jenkins said, "it will be one of beauty and in keeping with the park frontage and surroundings. In fact, we plan to place a tower at the top of the structure about fifty feet above the roof which will be illuminated at night. The new warehouse is estimated to cost a million dollars and will contain safe deposit vaults and a banking department, and will be similar to the Long Island Warehouse and Storage Company branch at Gates and Nostrand Avenues."

#### Kohn Heads Standard Co. in S. C.

At a recent meeting of the directors of the Standard Warehouse Co., Columbia, S. C., August Kohn was elected president to succeed T. B. Stackhouse, who had held the office for seventeen years and resigned because of inroads on his health. Mr. Kohn is identified with various local financial, insurance, building and realty interests.

The directors voted to present a loving cup to Henry L. Elliott, secretary for the past twenty-five years.

A semi-annual dividend of 5 per cent was declared.

#### **New Denver Corporation**

The Kennicott-Patterson Warehouse Corp. has been organized in Denver with a capitalization of \$500,000.

The incorporators include E. A. Howard Baker, manager of the Kennicott-Patterson Transfer Co., and C. Fred Rebehn, operating executive of the same company.

## TRANS-CONTINENTAL AND UNIVERSAL ARE MERGED

CLARIFYING varied rumors and reports arising out of the recent merger of the Trans-Continental Freight Co. and the Universal Car Loading & Distributing Co., the following are the facts:

The United States Freight Co., a Delaware corporation, has been organized. This new corporation now holds the stock of both companies. All the old officers and stockholders of the Trans-Continental and the Universal remain as before. The business of each is being handled as hitherto but with the joint interests supervised by a board of directors comprised of officers and directors of both companies. Under the consolidation the old Baldwin-Universal company, which was the holding company of the Universal Carloading & Distributing Co., goes out of business.

The continuing officers of the Trans-Continental, which will retain its general offices in Chicago, include Floyd L. Bateman, president, and W. L. Taylor, vice-president, secretary and treasurer.

C. S. Eyteing is president, Walter Baxtaler is vice-president, and E. C. Strohm is chairman of the board, of the Universal, which will continue to have its general offices in New York.

The offices of the new United States Freight Co., the holding corporation, are in Chicago. Branch offices are located in thirty-two cities, with the Trans-Continental handling the export traffic of both companies. The aggregate number of employees of the merged companies exceeds 2200.

#### Store Door Delivery

As a result of the merger the Trans-Continental and the Universal expect to effect operating economies and to afford better service to the public.

A department has been organized for the study and development of store door delivery service where it seems adaptable to the interests of receivers. The motor truck enters quite extensively in this situation and is regarded by the officials as a feature of economic value. The larger cities, such as Manhattan and Brooklyn, and Chicago, etc., are being zoned.

#### 40,000-lb. Loadings

Motor truck receiving stations without rail connection are being established in the zones for less than carlot merchandise. From these zone stations capacity loads will be trucked by motor vehicle to the companies' rail loading bases, where tie-up will be effected with preferential train service affording prompt dispatch of traffic.

The average loading performance of this traffic will be 40,000 pounds per car—a substantial improvement in loading as compared with the old L. C. L. method.

Further announcement regarding the store door delivery plans will be made some months hence after the arrangement has been perfected.

er o. s-

d. ne ld sas ag nt c-

f

g

1-

e

d

Honed

## STANDARD TRUCK BODIES



Quality, volume, and standardization—fundamentals which have brought success in Ford manufacture—are carried out in the production of Ford truck bodies.

These bodies are scientifically designed and well constructed. They offer the maximum carrying space consistent with one ton trucks. The trucks, equipped with standard bodies, may be purchased as complete units, or the bodies may be bought separately to replace other bodies in service that are inadequate.

Sold by Authorized Ford Dealers
All prices f. o. b. Detroit

Ford Motor Company

Transportation and Service Combined

## LEE PLANT AT TAMPA IS A \$350,000 PROJECT

THE establishment of the Lee Terminal & Warehouse Corp. at Tampa, Fla., as announced in the July issue of Distribution & Warehousing, is declared by Tampa shipping men to be the most extensive improvement project of its kind ever undertaken at the Florida port. F. L. D. Carr, chairman of the water commerce bureau of the Tampa Board of Trade, calls the plans under way the most important yet made in the development of the city's waterfront facilities. Here are some of the details:

The new corporation has been capitalized for \$350,000 by J. Edgar Lee and his associates. Mr. Lee is president of the Currier-Lee Warehouse Co., Chicago, and is president of the merchandise division of the American Warehousemen's

Association.

Choice waterfront property 230 ft. wide, with 350 ft. of frontage of Ellamae Street on one side and on the Hendry & Knight Channel on the other, was purchased for a consideration of \$350,000. It extends from a point near Thirteenth Street westward to the Peninsular State Oil Co. terminals, and includes space formerly leased by the Jobbers Warehousing Co. and the Ansley Lumber Co.

#### Buys Jobbers' Warehouse

Included in the deal, the Lee corporation has taken over the business, lease and warehouse of the Jobbers Warehousing Co., which was organized in 1911 and has been operating about 30,000 square feet of merchandise space.

The first proposed unit in the Lee corporation's building plans will be a modern warehouse and office structure, six stories high, and should be completed some time in October. It will front 200 ft. on Ellamae Street and will be of concrete and sprinklered. Storage space will be provided also for household goods and the corporation has under consideration the idea of building a unit for cold storage for citrus fruits, etc.

Much of the space in the projected first unit already has been engaged by nationally known manufacturers of various products for storage and distribu-

tion.

Associated with Mr. Lee are Ralph C. Caples, an advertising man of Chicago, Ill., and Sarasota, Fla., and other Chicago business men. As resident manager Mr. Lee has retained William J. Buchanan, formerly in charge of the traffic business of Griswold & Walker, Inc., Chicago warehousemen, and who is chairman of the traffic committee of the A. W. A.

"Tampa is the natural distribution point for all the West Coast and south of Florida," Mr. Lee said when announcing his plans, "and we shall of course be putting the advantages of Tampa before the shippers of the United States in a large way. Our purpose is to serve the manufacturers of the South for distribution, and to provide satis-

factory office quarters for brokers in connection with the warehouse property."

The site is on a 27-foot deep water channel, as well as on rail lines and paved streets. The corporation is handling the terminal business of the Bull steamship line from Baltimore.

#### United of Wichita to Build

The United Warehouse Co., of Wichita, Kan., has purchased, for a reported price of \$10,000, a block of trackage property at East Second Street and Mead Avenue. The plot was acquired from the City Transfer & Storage Co. and is 125 by 90 ft., fronting on the Rock Island railroad tracks.

E. W. Jones, vice-president of the United, announces that the site will be used for a new storage warehouse similar in design to the company's building

at 815 East Second Street.

#### STORAGER-MULE CLAIMS RECORD IN UNIQUENESS

THE Wiley & Nichols Co., Galveston warehousemen, claim to have the public storage industry's most unique mule. He is called Tige, his age is 41 years, and he was acquired by his owners back in 1895.

A writer in the Galveston News recently devoted an entire column to Tige's ancestry, aptitude and antics, the scribe maintaining that Tige is an actor and an athlete as well as being a mere pensioned animal in the Wiley & Nichols Co.'s employ. It is told how Tige tries

to ease one of his ailments:

"Frequently he'll give rheumatism the razzberry by knotting his forelegs together and twinkling aloft in a tremendous bound. He'll untangle 'em in midair and click his heels together several times besides. When he lands straddlewise he'll scratch his head with a hind leg as if amazed by his own agility. Jig steps are nothing at all to him. Such childishness he reserves for chilly days and impatient moments."

After elucidating how Tige kills flies and midges with wicked blows of his tail,

the writer goes on to relate:

"With his two hind legs he can outswing, out-smash, out-wallop and outbingle respectively Sarazen, Tilden, Dempsey and Ruth. Were he a chorus girl, he could kick himself out of skirts and smash the drops, for he practices on ash cans and stable stanchions.

"As an actor, however, he's best. Especially in the rôle of drunk. Then he tilts himself against a stall and paws vaguely as if fumbling for a keyhole, all the while snorting hiccoughs. Or he'll play cripple by folding his forelegs under his body and propelling himself along by his hind legs. Like Charlie Chaplin, he can buckle out his leg joints for a slipshod stroll or take corners on two. He can out-Fairbanks Doug at everything except climbing a telephone pole and twirling a mustache.

"A few lumps of sugar and the show is on."

#### RED BALL CERTIFICATE REVOCATION IS UPHELD

THE Red Ball Transit Co., an Indiana corporation conducting a general hauling and transfer business in Ohio and the Middle West, lost in the Ohio State Supreme Court, at Columbus, recently, its fight with the Ohio Public Utilities Commission, which had revoked the company's certificate to operate in Ohio.

The certificate of the company had been revoked by the Commission on the ground that it had been fraudulently obtained, the company having certified that it had been operating within the State prior to April 28, 1923, when the Freeman-Collister law went into effect.

Some time after the company obtained its certificate it was cited before the Commission to show cause why its certificate should not be revoked on the ground that it had failed to pay its tax and file tariffs scheduled and insurance policies.

While the hearing was in progress the question arose whether the company actually was operating in the State prior

to April 28, 1923.

On this question the Commission found that W. B. Hiner, as an individual, had been operating under the name of the Red Ball Transit Co. was formed by Hiner and others, the company taking over all the property controlled by Hiner.

The Commission held that the company as such had not been operating prior to April 28 and therefore revoked

its certificate.

The Supreme Court's decision made it necessary for the Red Ball to obtain a new certificate from the Commission if it would operate within Ohio again.

#### Selden Company Reorganized

A new Selden Truck Corp., Rochester, N. Y., was recently organized. The former Selden Truck Corp. was legally dissolved effective May 1; it was formed in 1919 by consolidating the Selden Motor Vehicle Co. and the Selden Truck Sales Co.

The new Selden corporation has as its president and general manager A. S. More of Rochester. The Fabric Body Corp., Detroit, is the new owner and will act as a holding company through a board of directors headed by Mr. More. Motor trucks, fabric passenger car bodies and bus bodies are being built.

#### New California Plant Planned

Announcement was made recently by Thomas H. Jennings, vice-president of Inglewood Industries, Inc., of Inglewood, Cal., that a \$500,000 storage warehouse would be constructed at Centinela Boulevard and La Colina Drive. Plans call for a four-story reinforced concrete building, 200 by 300 ft., to contain a refrigerating plant, a special chilled room for furs, a garage, and space for merchandise and miscellaneous valuables.



## Character

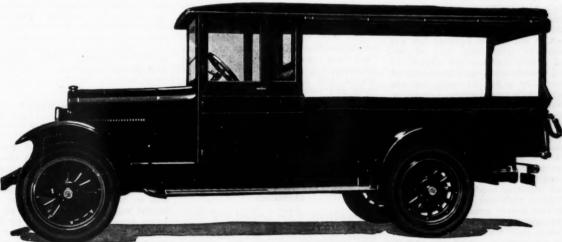
To be eligible for sale by a Dodge Brothers Dealer, a product must first prove its competency for exceptional service.

Graham Brothers Trucks proved this competency years ago and are proving it more emphatically than ever today. First in the world in the 1½ ton field, and among the leaders in the 1 ton, these sturdy trucks are capably supporting the priceless reputation of Dodge Brothers Dealers—for selling ONLY products of indisputable merit.

1 Ton Chassis, \$1095; 11/2 Ton, \$1280; f. o. b. Detroit

#### GRAHAM BROTHERS

Detroit - Evansville - Stockton A Division of Dodge Brothers, Inc. GRAHAM BROTHERS (CANADA) LIMITED - TORONTO, ONTARIQ



# GRAHAM BROTHERS

**TRUCKS** 

SOLD BY DODGE BROTHERS DEALERS EVERYWHERE

#### BOSTON WAREHOUSEMEN ARE AGAINST FREE PORT

GOVERNOR Fuller of Massachusetts has signed a bill passed by the State Legislature calling for an investigation to determine whether a free port should be established at Boston un-

der Federal authority.

The problem of a free port at Boston has long been a moot question. The Legislature a year ago deferred action until the the recent session. Sponsors of the plan claim it would benefit Boston in many ways, notably through foreign trade expansion.

The Boston warehousemen do not favor a free port. One of the executives prominently identified with the industry states that under certain sections of the existing bonded warehouse regulations Boston's bonded warehouses may be used today for nearly all purposes such as would be provided under a free port situation.

#### Some Arguments Against

Writing in the Boston Transcript, William E. Brigham, a Boston corres-

pondent, says:

"That a free port is not needed is an unavoidable conclusion when it is learned that the tariff law of 1922 is so liberal in its provisions that almost all the advantages and none of the disadvantages of a true free port may be had under its provisions. A thorough study of it shows that not only may imported goods be rehandled in bond for the export trade without payment of duty but that actual manufacturing may be carried on to a certain extent. But the law is not quite clear as to what manufacturing enterprises may or may not be undertaken.

"Section 562 of the Fordney law authorizes the rehandling, etc., of imported goods, destined for export, in bonded warehouses, upon approval of the Secretary of the Treasury, but expressly forbids manufacture. Elsewhere, however, the law refers to 'manufacturing bonded warehouses,' but apparently without specificially authorizing manufacture, except by inference or in certain cases. Thus the manufacture of cigars from imported leaves is provided for, as is the smelting and refining of ores and other metals in what are designated 'smelting bonded warehouses.'

"Further provision of the law requires that before commencing business the proprietor of any manufacturing warehouse shall file with the Secretary of the Treasury a list of the articles intended to be manufactured. This would imply a special line of manufacture contemplated by the law, although the general authority to manufacture is only implied, and not expressly conferred, in Section 311 of the Act.

"There are no bonded manufacturing warehouses in New England, but no less than fifteen manipulation bonded warehouses have been designated in this customs district, in which articles may be rehandled, graded, resorted and repacked, and then exported without pay-

ment of duty. Fish is thus treated at Gloucester; and wool, sugar and strip steel also elsewhere. The drawback system dating to the second law ever enacted by Congress, in 1789, has been extensively used, and if better understood would be more so, custom officials state.

"Two strong reasons exist why a free port is not needed in Boston. First, the new Tariff law, as here roughly cited, is designed to encourage the export trade by admitting the imported goods to be rehandled in bond and exported without payment of duty. even suggests manufacturing possibilities on a large scale. So it is now possible to do in a manipulated warehouse almost all that a free port allows. Secondly, Boston does a small export business, so it is not likely to be increased. For various reasons some of her rivals have outdistanced her. A free port would not create business of itself. It is designed to accommodate potential trade which has not developed. This business is not in sight as on the Pacific Coast. A manipulation bonded warehouse costs nothing. A free port is expensive."

#### **Exposition at Warehouse**

When the Greater San Diego Merchants, Manufacturers and Automobile Exposition was held in San Diego, Cal., in June, it was staged in the new plant of the McClintock Storage Warehouse Co., a quarter-million-dollar building. The entire 70,000 square feet of floor space was given over to exhibits and the roof was devoted to free motion pictures and band concerts. The exposition lasted several days and was largely attended.

The sixth floor of the McClintock warehouse featured furniture and home furnishing displays; the fifth, San Diego-made products; the fourth, provisions and miscellaneous goods; the third and second floors, an automobile show; and the first, machinery and heavy retail and building materials. H. R. McClintock, who built the warehouse and who is president of the company, recently organized, served on various committees which conducted the exposition.

#### Correction

The address of the Ashland Cold Storage & Warehouse Co., which recently joined the American Warehousemen's Association, was in error printed as Pittsburgh on page 37 of the May issue of Distribution & Warehousing.

The Ashland company's correct address is 1425 West Forty-second Street, Chicago.

#### Rhode Island Gas Tax

Gov. Pothier of Rhode Island has signed a State act levying a tax of one cent a gallon on gasoline used by motor vehicles.

## STANDARDIZED TRUCK BUILT FOR WAREHOUSING

S TANDARDIZED truck chassis, with standardized bodies from one to six tons in capacity, are being offered to warehousemen by the Kleiber Automobile Factory, San Francisco. This company has been building trucks for about seventeen years. The specially-designe I standardized truck and body for warehousemen, however, is one of the few attempts by automotive manufacturers to meet the needs of this particular industry with a uniform design of vehicle.

The job is intended to make a special appeal to the furniture warehousemen and the furniture mover, with a waterproof, and as nearly fire-proof as possible, body, with full protection for the driver in all kinds of weather. Steel gates lock in the driver when he so desires, and bullet-proof glass is installed surrounding the driver's seat when ordered. Above the driver's head is a compartment, forming part of the body of the truck, which can be equipped with a hidden door, and used for the transportation of valuables if necessary.

The loading door is at the end, with a wide tail gate which can be dropped automatically by control from the driver's seat, and which is held up by limited

chains.

The body is of steel construction, and built-in locks are provided for the rear door.

#### Conveniences for Drivers

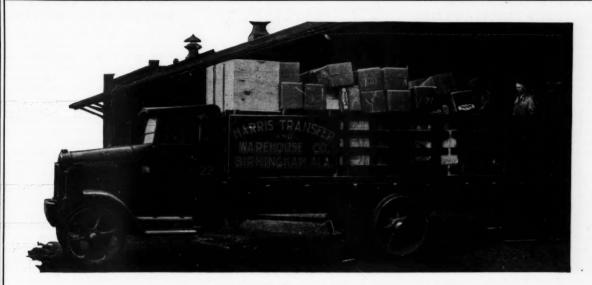
There is a glassed-over opening back of the driver's seat through which he can see into the interior of the van, and interior lighting, controlled by the driver, is provided. The driver's compartment will accommodate three men, and the seat can be opened to provide a bed for two. Spot and searchlight, as well as regular radiator lamps, are part of the equipment.

#### What's Rum Worth?

The Quincy Market Cold Storage & Warehouse Co., Boston, has stored for safe keeping five barrels of good old New England rum on which Chairman Kelly of Boston's Board of Assessors admits he is unable to fix a fair valuation. Locating owners of such commodities as this in local warehouses always is attended with extreme difficulty, as warehouse people are not obliged by law to disclose ownership in such instances. By means not disclosed the board recently discovered that a New Bedford man owned the five barrels of rum. In reply to a communication to the owner regarding the value of the rum the assessors received a letter asking what they thought might be a fair value, he, the owner being offered \$40 per gallon "as is," but before selling would await their figure. Considering shrinkage to each barrel after eight years in storage the assessors find themselves in a dilemma, while the owner thinks he might do worse but would like to do better.

ng

th to 0nat



## The Harvester Aim—Low-Cost Hauling

Almost a century ago-in 1831 to be exact—the first of the Harvester Company's products began to build a reputation that was to extend through every country of the world. Since then other products have followed, deserving in every instance to be members of this famous line.

Twenty years ago motor trucks were added. During the years that followed the International organization has played a steadily constructive part in the progress of motor transportation.

The mechanical excellence of International Trucks has advanced in keeping with the standards set by other products of this Company throughout its history.

Today the accumulated International experience is evident in outstanding features of design, such as the life-guaranteed ball-bearing crankshaft, the removable cylinders, steer-easy stearing gear, and auxiliary rear springs. And the International reputation is reflected in the fact that the entire capacity of three great factories is required for the manufacture of International Trucks.

Good trucks for twenty years—better trucks now than ever!

The International line includes a Speed Truck for 2000-pound loads; Heavy-Duty trucks ranging from 3000 to 10,000 pounds, maximum capacities; and Motor Coaches for all requirements.

INTERNATIONAL HARVESTER COMPANY

of America

606 So. Michigan Ave.

[Incorporated]

Chicago, Ill.

#### RICHARDS ORGANIZES COMPANY IN KALAMAZOO

THE Walker Storage Co. has been organized at Kalamazoo, Mich., with a capital of \$100,000, to conduct a general commercial storage business and with its officers including men identified with the public warehouse business in other Michigan cities.

The president is Glendon A. Richards, Grand Rapids, president of both the Richards Storage Company and Shank Storage Co. in Grand Rapids, and of the Muskegon Storage Co., Muskegon.

A. F. Walker, Grand Rapids, is vicepresident of the Muskegon Storage Co. and president of the Walker Candy Co., and is vice-president of the new Kalamazoo firm.

C. E. Norton, Grand Rapids, secretarytreasurer of the new Kalamazoo concern, is treasurer and manager of the Shank Storage Co., secretary of the Richards Storage Company and secretary-treasurer of the Muskegon Storage Co.

Thus the new Kalamazoo company will carry on not only local business but will interchange business with the companies in Grand Rapids and Muskegon, being in reality a link in the Richards enterprises.

The Walker Storage Co. has purchased the East Water Street plant of the Hanselman Candy Co. in Kalamazoo and will convert it into an up-to-date commercial storage building. The structure is 60 by 156 feet, three stories and basement, and contains approximately 37,500 square feet of floor space. A freight elevator will be installed and a fleet of motor trucks will be operated tapping Grand Rapids, Muskegon and Kalamazoo, with urban and interurban delivery service.

Mr. Richards is a member of the National Furniture Warehousemen's Association and the Michigan Furniture Warehousemen's Association.

#### Yates Is Vick's Production Man

C. G. Yates, widely known in the public commercial warehouse industry as traffic manager of the Vick Chemical Co., Greensboro, N. C., which distributes "Vapo Rub" and other drug products through warehouses, has been made the Vick company's production and office manager. In his new capacity he will have charge of production in the new Philadelphia laboratories as well as in Greensboro, and of the personnel of the company's large office force. Mr. Yates was one of the organizers of the National Distributors' Association and was formerly its treasurer. He has been a familiar figure at conventions of the American Warehousemen's Association, at one meeting making an address on the subject of taxation of shippers' stocks in public warehouses.

Allen T. Preyer, formerly sales manager of the Vick company, has been made director of sales, with supervision over sales promotion and advertising. Henry B. Yates, formerly assistant sales manager, has been made sales manager for the United States, responsible for the

execution of the company's domestic merchandising policies. Hugh D. McKay has been made foreign sales manager.

#### Door-to-Door Delivery

The Boston & Maine Railroad has gone into the trucking business through a door-to-door delivery, using both the railroad and the commercial vehicle. It means a complete transportation process by calling at the door of the shipper for goods and delivering it at the door of the buyer. For the first experiment it is confining the new plan to Boston, Lowell and Lawrence. If conditions warrant, the system will be expanded.

For some time the railroad executives had under consideration plans for this type of service, and recently they formed the Boston & Maine Transportation Co., which gives it a right to operate on the highways without coming under the jurisdiction of the Massachusetts Public Utilities Commission. However, in order to eliminate competition as much as possible, the railroad executives, with those of other steam and electric roads, worked this year successfully to put motor trucks under the jurisdiction of the Commission and to get through a certificate of convenience and public necessities clause.

#### Blanchard Warehouse Is Completed in Rochester

(Concluded from page 36)

Small fireproof rooms for storage of household goods are located on the second and third floors. A large vault is available for storage of trunks containing household valuables.

The front office, beautifully fitted, is given a touch of homey coziness by a large fireplace. Before this, chairs and a desk are arranged for the convenience of patrons. The office is equipped with the latest type of steel filing cases built into the counter, which, of sheet steel, extends around the entire room. The furniture is mahogany and consists of the latest type of efficiency desks. In the rear of the office, also on the ground floor, is the despatcher's office, conveniently located to the operating department.—George Cullen.

#### Ground Is Broken for Atlas in Philadelphia

(Concluded from page 37)

regulated automatically in those rooms devoted to the storing of pianos and other musical instruments, as well as paintings.

A feature of the building, and one indicating its complete fireproof character, is the absence of wood or other inflammable material in its construction. The total amount of wood used is less than 500 square feet, this being in the floor of the immense freight elevator which will accommodate two vanloads of goods, and of the passenger elevator, and an oak bumper at the edge of the loading platform.—K. H. Lansing.

#### GOVERNMENT PROSECUTES FOR RECEIPT VIOLATION

THE recent conviction of a cotton warehouseman at Sylvester, Ga., for violating the Federal Warehouse Act, gives assurance to farmers and others who store products in Government-licensed warehouses that the provisions of the Act are strictly inforced, says a statement issued by the United States Department of Agriculture, which is charged with the inforcement of this law. The statement says:

"The warehouseman was convicted of the offense of issuing receipts bearing the same terms and conditions as required under the law, but after his license had expired on July 31, 1923.

"It was shown in the trial that despite warnings the warehouseman had continued to issue the same form of receipt, striking the word 'bonded' from some of the receipts and failing to do so from others. In all about 529 receipts which represented the warehouseman as licensed by the Secretary of Agriculture were issued after expiration of the license.

"This conviction takes on added significance in view of the repeated heavy losses sustained by farmers, bankers and dealers in agricultural products through fraudulent warehouse receipts and other improper practices on the part of warehousemen which are not under Federal supervision.

"These fraud practices consist of the issuance of receipts for products before the commodities are in the warehouse, issuance of receipts for commodities that do not exist, the conversion of depositors' commodities to the warehouseman's own use, and delivery of products from warehouse receipts for cancellation. In such cases licenses are immediately revoked and investigations made with a view to criminal prosecution if warranted.

"The purpose of the Warehouse Act is to provide a Government warehouse receipt which may be used to secure loans on products covered by the receipt. The judge presiding in the Georgia case declared that the issuance of receipts after the expiration of the license was an act of inexcusable carelessness.

"'Since the law aims to correct evil practices and to protect warehouse paper which might be pledged as security for loans and makes it a criminal offense to issue a receipt which represents the warehouseman as licensed when he is not, it was not necessary to establish the element of intent to defraud,' said the Court. 'The mere issuance of the receipts, contrary to the law, without regard to intent to defraud or whether loss resulted therefrom, was in itself illegal.'"

#### Keyser a Chamber V.-P.

M. A. Keyser, who is president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, Utah, has been elected vice-president of the Salt Lake City Chamber of Commerce. siny

ES

ON ton

for Act, ners entons

s a

his

of

ing reli-

ite

onpt,

of

ich

li-

he

vy

gh

er

he

re

vn

e-

ch

e-

r

il

0

# Kelly Caterpillar Tires Improve Traction and Mileage



"After our experience with other makes of tires," writes Chas. E. Foreman, Dayton, O., "we have decided to adopt Kelly Kats exclusively, because they give us better traction and more mileage."

Kelly Kats give better traction because of the side-vent construction, originated by Kelly. They grip any kind of road surface. They take hold in mud or soft sand or on slippery pavements and carry their load forward without hesitating.

The toughness of the rubber in Kelly Kats reduces wear. They last so long and travel so far that mileage costs are cut to levels seldom experienced with ordinary solid tires.

The unusual resiliency of Kelly Kats gives 50% more cushioning. They guard the more delicate parts of the engine, as well as fragile loads, from the constant pounding of uneven roadways.

Kelly Kats do not discriminate. What they are doing for Mr. Foreman they are doing for hundreds of other truck owners. Kelly Kats on your trucks will give you the same kind of service.

# There <u>are no</u> Caterpillar tires but Kelly Kats

KELLY-SPRINGFIELD TIRE CO. 250 West 57th Street New York, N. Y.



"We have purchased many different kinds of tires in our efforts to secure the very best equipment," says Mr. Foreman in his letter. At present our entire fleet of trucks and cars is running on Kellys."

## SANTA FE COMPLETES 2 DALLAS TERMINAL UNITS

WITH two of the units of the distribution and warehousing project of the Terminal Building Corporation of Dallas, Tex., finished and already occupied, and the other two units nearing completion, the magnitude of this \$5,-000,000 enterprise is becoming more apparent. This terminal and sales plant is commonly known as the Santa Fe Terminal Building, although it is comprised of four structures. The different units are connected by underground railroad tracks. Each building is served with freight and passenger elevators, trucking and loading platforms and other modern facilities.

The first unit consists of a nineteenstory office building facing Commerce Street at Kendall, and a ten-story sales section for display of merchandising stocks. The sales building contains a special convention hall on the fifth floor, with ample room for special displays, this facility already having been utilized for a number of conventions and merchandising gatherings this spring.

The second unit, of ten stories, between Jackson and Wood Streets, is devoted principally to warehousing and to offices for a number of nationally known manufacturing concerns handling distribution in the Southwest through Dallas.

The third unit, eight stories in height and facing on Wood and Marillo Streets, is to be devoted to cold storage and will house packing plants, cold storage warehousing and other concerns requiring refrigerated storage.

The fourth unit, another eight-story building, is under construction and will occupy the space between Marillo and Young Streets. It will be devoted to general warehousing of merchandise for wholesale distribution.

In 'the four units there are about thirty-eight acres of floor space. Cars of merchandise may be brought into the building and their contents distributed by elevators to any unit or section, and the cars then reloaded for shipment, all without interference with street traffic, which is carried over streets between the buildings as usual, these streets being carried on concrete piers across the terminal subway.

Cars on this subway are handled by a new type of thermal locomotive, rendering the operation of the underground trains almost noiseless and eliminating smoke.

Work was begun on the terminal project in September, 1923.

#### O. K. at Little Rock

The O. K. Storage & Transfer Co., with headquarters in Memphis, Tenn., and branches in New Orleans, La., and Louisville, Ky., is establishing a plant in Little Rock, Ark. W. E. Lott is removing from Memphis to Little Rock and will be the manager there. Q. L. Porter, manager of the Commercial Warehouse, Little Rock, has been made a vice-president of the O. K. company.

For the present the O. K. firm at Little Rock will occupy the entire top floor of the Commercial plant, a household goods storage business being conducted, with inter-city removals as one feature.

J. M. Walker, president of the O. K. company, is a director in the National Furniture Warehousemen's Association and a member of the Southern Warehousemen's Association.

#### Commercial Co. Leases Building

The Commercial Building, recently completed at Little Rock, Ark., at a cost of \$125,000, has been leased to the Commercial Warehouse Co. of that city. It has a storage floor space capacity of 70,000 square feet. The site is at Rector Avenue and Markham Street and is on a railroad siding. Brokers and distributors' representatives are occupying much of the office space.

#### May with Weicker Company

E. G. May, who has been general manager of the Pikes Peak Warehousing Co., Colorado Springs, Colo., and who is president of the Colorado Transfer & Warehousemen's Association, has become manager of the new household goods storage plant of the Weicker Transfer & Storage Co., Denver.

#### CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Philo Transportation Co., Zanesville, Ohio. To haul freight between Zanesville, Duncan Falls and Philo, and between Zanesville and Chanlersville.

Rocky River Moving & Storage Co., Lakewood, Ohio. Capital, 100 shares of no par value. Incorporators, James A. Farrell, A. J. Mackey, A. K. Strong, Ralph W. Edwards and S. L. Ryan.

Seller-Kilrain Cartage Co., Cleveland. To conduct a general warehousing and trucking business. Authorized capital, 2000 shares of no par value. Incorporators, J. A. Weeks, R. R. Foley, R. M. Kuhns, J. C. Fisher and H. M. Moore.

Union Transfer Co., Murfreesboro, Tenn., is increasing its capital to \$40,000 from \$10,000.

Valentine Transfer Co., Glencoe, Ill., has awarded a contract for a 3-story and basement warehouse, 60 by 65 feet, to cost about \$37,000.

Yonkers Warehouse Corp., Yonkers, N. Y., will make extensions and improvements in its 2-story warehouse at Woodworth Avenue and Babcock Place, estimated to cost \$35,000.

## NEW INCORPORATIONS WITHIN THE INDUSTRY

Woodbridge Storage Co., Woodbridge, N. J. Capital, \$50,000. To operate a cold storage warehouse. Incorporators, Emil Stremlau and Frank J. Lawson.

Youngstown Cold Storage Co., Youngstown, Ohio, is planning a \$750,000 cold storage plant.

William Anthony Completed and Complete Completed

#### J. J. WOODSIDE, ATLANTA WAREHOUSEMAN, IS DEAD

JOHN J. WOODSIDE, one of the oldest and best known storage and warehouse executives in the South and president of the John J. Woodside Storage Co., Inc., Atlanta, Ga., died at his home at 11 East Fifteenth Street, on June 26, following a long illness. His death came as the result of a stroke of paralysis suffered last February while at his winter home in St. Petersburg, Fla.

Born in Louisville, Ky., Mr. Woodside moved to Atlanta in 1881, where he organized the Woodside company, with which he was connected for more than 35 years, for the greater part of the time as president.

Prominent in Atlanta's social, civic and religious circles, he was a member of Palestine Lodge F. and A. M.; Yaarab Temple of the Mystic Shrine; the Elks; the local Rotary Club, where for years he was the representative of the storage and warehouse industry; the Capital City Club; and a member of the board of deacons of the First Presbyterian Church and its treasurer for ten years.

#### Prominent in Florida

Of late years Mr. Woodside had been accustomed to spend part of his time at his winter home in St. Petersburg, where he was almost as prominent as in Atlanta. He was a director in the Central National Bank of St. Petersburg and vice-commodore of the St. Petersburg Yacht Club, taking a great deal of interest in yachting events while in Florida.

At the funeral services the pallbearers included prominent Atlanta business men with whom Mr. Woodside was associated in building up one of the largest storage and warehouse industries in the section

Mr. Woodside was looked upon as the dean in the storage industry in the South. He was a member of the National Furniture Warehousemen's Association and the Southern Warehousemen's Association.

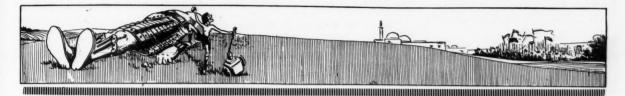
Mr. Woodside's son, John J., Jr., is vice-president and general manager of the company which bears their name.

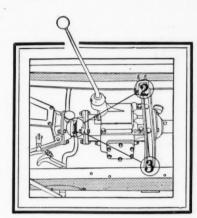
#### J. A. Pugh Dead

James A. Pugh, fifteen years ago the president of the Pugh Terminal & Warehouse Co. of Chicago, died on June 23 at his home at Eastman Springs, Mich. He was 60 years old. Mr. Pugh was a former Chicago business man, yachtsman and politician and headed the Pugh Stores Co., a \$20,000,000 corporation operating a chain of department stores in the Middle West.

#### C. C. Harder Weds

Charles C. Harder, secretary of Harder's Fire-Proof Storage & Van Co., Chicago, and Miss Helen Reeves, daughter of Mr. and Mrs. Owen T. Reeves, Jr., of New York, were married in New York on June 10. They will reside in Chicago.





#### Ask your Ford Dealer or the Nearest Distributor

Atlanta, Ga.
Auburn, N. Y.
Foster-Warford Co.
Canton, Ohio
Charlotte, N. C.
Hall-Warford Co.
Chicago, Ill.
Sieg. Warford Co.
Sieg. Warford Co.
Davenport, Iowa
Dallas, Texas
Houdaille-Polk Co.
Davenport, Iowa
Dallas, Texas
Houdaille-Polk Co.
Davenport, Iowa
Motor Specialties Co.
Detroit, Mich.
Transmission Sales Co.
Haverhill, Mass. Massachusetts Warford Co.
Indianapolis, Ind., Kenney Equipment Co.
Kansas City, Mo.
Warford-Western Co.
Mansfield, La.
Warford-Western Co.
Mansfield, La.
Warford-Western Co.
Minneapolis, Minn., McGee-White Corp.
Morrisville, Vt.
Warford-Wastory Spinks Co.
Philadelphia, Pa.,
Warford-Busturgh Co.
Philadelphia, Pa.,
Warford-Walse Co.
Philadelphia, Pa.,
Warford-Busturgh Co.
Portland, Ore.
Woodward Sales Co.
Portland, Ore.
Warford-Pitsburgh Co.
Portland, Ore.
Woodward Sales Co.
Providence, R. I.
Dutee Wilcox Flint, Inc.
San Francisco, Cal.
Warford-Pacific Co.
Seattle, Wash.
Warford-Equipment Co.
Spokane, Wash.
Varford-Equipment Co.
Spokane, Wash.
Varford-Equipment Co.
Spokane, Wash.
Varford-Equipment Co.
Spokane, Wash.
Varford-Distributing Co.
Witchita, Kan.,
Warford Distributing Co.

In Canada:—
The Warford Corporation of Canada, Ltd.
Windsor, Ont., Toronto, Ont., Montreal,
Que., E. W. Jay, Vancouver, B. C.

# Are You Buying Pebbles for David or Armor for Goliath?

David, with a pebble that cost him exactly nothing, and an inexpensive sling-shot, brought down Goliath in all his glittering and costly armor—because David's pebble struck where the armor wasn't.

Similarly, the Ford Truck, equipped with the Warford Auxiliary Transmission, is laying low the "heavy" truck in all its imposing mass and impressive weight.

Like David's pebble, the low operating cost of the Warford equipped Ford is reaching a vital spot in the big truck which no amount of red paint or deadweight can protect.

Is David doing your hauling, or Goliath? Are you buying pebbles for David, or armor for Goliath? Do your truck expenditures get you performance, or an imposing array of mastodonic liabilities?

It is a safe assertion, that unless you have standardized on Ford units for all your hauling, you are paying too much for transportation.

Whether yours is city, interurban or rural hauling, whether your loads are one ton or ten, there is a Ford unit adapted to your needs.

Ask Any Authorized Ford Dealer

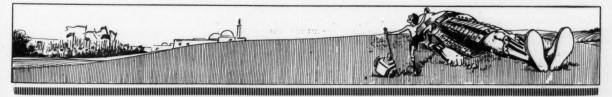
Warford

"To Fordize Is To Economize"

The Warford Corporation

44 Whitehall Street, New York City

Neither The Warford Corporation nor its manufacturers has any connection whatsoever with any company manufacturing motor cars.



#### TEAMWORK FOR TRAILER AND TRUCK MAKERS ASKED

In accordance with a policy approved at a recent meeting of the Trailer Manufacturers Association, held in Detroit, A. P. Ames, manager of that organization, is ascertaining the views of leaders in the truck and tractor business regarding better team work by the truck and tractor and the trailer industries. A statement by Mr. Ames says:

The basis of the proposed cooperation is the growing belief in the automotive industry that the manufacturer's first duty in dealing with users is to 'sell service.' Leading makers of transportation units of all kinds have realized for some time that, regardless of their individual interests, their ultimate prosperity depends upon their ability and willingness to advise customers how to install transportation systems best adapted to the customer's needs. Planning a trailer installation without proper consideration of hauling equipment is just as shortsighted as purchasing trucks and trailers without first considering how many and what types of trailer can best be used to supplement motive power.

"In publishing facts and figures of trailer economics hereafter the Trailer association will pay more attention to complete installations and to the automotive end of trailer combinations. At the same time the association purposes to furnish general information for the use of truck and tractor salesmen interested in emphasizing the performances of their machines with trailers

attached.

"The Trailer association has further demonstrated its willingness to cooperate with the truck and tractor builders by amending its by-laws at the last meeting so as to permit them to join the organization as associate members, a privilege formerly limited to manufacturers of trailer parts and accessories."

#### Warehouse Robberies

The police of Salt Lake City, Utah, believe that they have at last made the first rift in an organized band of warehouse robbers that has infested the city since the beginning of the year. Four men said to be proprietors of small grocery establishments in outlying sections have been arrested, charged with having acted as fences for the gang. Large quantities of merchandise proven to have been illegally taken from warehouses were found in their possession.

Many tons of merchandise have been removed from the warehouses during the last six months.

#### Colorado Decision

The Colorado Supreme Court recently ruled that the consent of a county board of commissioners was not necessary before a certificate of public necessity and convenience could be obtained by a truck line transporting loads less than eight tons within the State.

The decision was in the case of the Camel Truck Co., which was granted a certificate by the State Public Utilities Commission to operate a freight and express line from Pueblo to Rocky Ford in the face of opposition by the commissioners of the two counties which the line would traverse. The Santa Fe Railroad took the case to the Supreme Court, as the rail carrier serves the territory in question.

NEWS

#### Ohio Truck Law Changes

Several important amendments, adopted at the last session of the Ohio General Assembly, to the law governing the operation of motor vehicles for commercial purposes, become effective on Aug. 3.

The Ohio Public Utilities Commission is arranging to put the amendments into operation and will soon issue a digest of the law which will be placed in the hands of all persons and companies operating motor truck or motor bus lines.

One of the important changes is that after Aug. 3 no one may come within the provisions of the law by simply filing an affidavit that he was in business on April 28, 1923, when the original law became effective. The time for such affidavits is past and now all must file affidavits of public necessity and convenience and come under the usual process of hearing and approval or refusal of the certificate to operate.

A change is made in the bonds and insurance clause. Formerly it was provided that damages to cargo could be collected only when the carrier was negligent. The amendment provides for full insurance coverage to cargo.

#### Michigan Central Trucks

The Michigan Central Railroad has inaugurated truck service to handle less than carload freight out of Kalamazoo west to Mattewan, Lawton, Decatur and other Michigan cities. Eastward service will include Battle Creek and such intermediate stations as Augusta, Galesburg and Comstock. All less than carload freight billed to smaller way stations will be unloaded at Kalamazoo and transhipped by truck. The Hastings Truck Company will provide the service.

The railroad also is running trucks out of Jackson as far west as Battle Creek and east to Ann Arbor and Ypsilanti.

#### Mamaroneck Blaze

A three-story building operated as a households plant by the John W. Goodwin Storage Warehouse Co., at 109 Mamaroneck Avenue, Mamaroneck, N. Y., was virtually destroyed by fire on July 2. The contents lost included considerable furniture stored by residents, and pianos and phonographs belonging to a musical instruments dealer. Three horses perished in the basement and several firemen were hurt. The origin of the fire was not determined.

#### GOODS INTO STORAGE BY MISREPRESENTATION

THE newspaper headline "Back from Holiday, Finds Home Bare" suggests a peculiar moving situation with which the A. A. Strang Atlantic Storage Co., Brooklyn, was recently confronted.

Co.. Brooklyn, was recently confronted.

Thomas S. Vallett, a Flatbush householder, returned from a vacation to find that his home belongings were missing. A neighbor informed him they had been removed by one of the Atlantic's vans. Inquiry disclosed that the Atlantic company had received a telephoned order, from someone representing himself to be Mr. Vallett, for the goods to be placed in storage.

At the Vallett apartment, according to officers of the storage company, the van men were met by a tall dark man who claimed to be Mr. Vallett. The man had a key to the apartment and personally supervised the removal of all the furniture.

Checking up, Mr. Vallett discovered that a suit of clothes and about \$200 worth of phonograph records were missing, presumably stolen by the stranger.

#### Two Kansas Citizens Honored

C. C. Daniel, president of the Central Storage Co., Kansas City, Mo., was recently elected chairman of Kansas City's Club Presidents' Round Table for a threemonths' terms. Mr. Daniel is president of the local Central Industrial District Association.

Frank M. Cole, treasurer and manager of the Radial Warehouse Co., Kansas City, was recently elected president of the National Federation of Flour Clubs. Mr. Cole is manager of W. P. Tanner-Gross & Co., Inc.

#### Weicker Building Completed

The Weicker Transfer & Storage Co., Denver, has completed its eight-story household goods warehouse at East Colfax Avenue and Vine Street. This is the structure the building of which met with objection on the part of some property owners in one of Denver's finest residential districts, but R. V. Weicker, president of the company, took the case to Court, which set aside the objections.

#### Security of Portland Builds

Excavation is under way for a sevenstory, fireproof warehouse for the Security Storage & Transfer Co., Inc., Portland, Ore. The building will be of reinforced concrete and will cost approximately \$350,000. A special feature will be vaults for storing rugs, furs and upholstered furniture.

#### T. G. Ellsworth Is Dead

T. Gardner Ellsworth, president and general manager of the Clinton Depositories and The Guaranty Storage Warehouses, New York City, died on July 15 at his Bayside, Long Island, home. He was born in Vermont 75 years ago.



# 15,000 to 20,000 miles from Pneumatics with Budd-Michelin Dual Wheels

THIS is the average record of busses, carrying loads equal to 3-ton trucks, on 36 x 6 pneumatic tires. And what can be done for busses can certainly be done for freight trucks.

No truck is called on to carry greater overloads than the big passenger busses. No truck has to make such speed, or run on such a schedule. No truck tires get the terrific pounding that bus tires must take. And the bus operators get their only profit out of the margin of fares over operating costs.

The grim necessities of the bus business have put every bus in the country on Budd-Michelin Dual Wheels: four wheels instead of two in the rear, with tires the same size all around. One spare. This combination gives greater load capacity, greater speed, finer appearance, in addition to multiplying tire mileage.

Even the *initial* tire outlay for Budd-Michelin Wheels is less than for the usual combination of giants

and regulars, with two spares. Budd-Michelin puts the truck on an even keel. The wheels are dressy—good advertising. One man can easily change to the spare.

Every truck manufacturer can supply Budd-Michelin Duals on new jobs. Practically every truck now in use can be readily converted to Duals. Talk to your tire man and truck dealer about it. Write us for names of large hauling concerns using this equipment—or about changing your present wheels. For Ford Trucks, too.

# BUDD

WHEEL COMPANY

Philadelphia

#### CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Bayboro Storage & Warehouse Co., St. Petersburg, Fla., has awarded a contract for the erection of a 4-story, reinforced concrete building, 140 by 160 feet, at Eleventh Avenue and Second Street, estimated to cost \$165,000. Parsons, Klapp & Douglas, New York, are the architects and builders.

Beverly Hills Transfer & Storage Co., recently incorporated at Beverly Hills, Cal., is planning to build a 5-story building for general storage purposes.

Burns & Nellis Fireproof Storage Corp., Brooklyn, has filed plans for a 5-story warehouse, 42 by 70 feet, at Fifth Avenue and Fifteenth Street. George S. Kingsley, New York and Chicago, is the architect.

Capital Ice & Cold Storage Co., Salem, Ore., is nearly doubling its capacity by the erection of an addition.

Central Auto Storage & Forwarding Co., Chicago, has increased its stock to \$100,000 from \$25,000.

Central Warehouse Co., Saginaw, Mich., has plans for rebuilding the portion of a warehouse destroyed recently by fire with a loss of about \$22,000.

Clinton Ice & Cold Storage Co., Clinton, Mo., will build a 1-story addition, 30 by 60 feet, and will remodel and improve its present structure.

Concordia Ice & Cold Storage Co., Beloit, Kan., has opened its new plant for business.

Continental Warehouse Co., Chicago, has arranged for an increase in capital to \$27,500 from \$10,000.

Crone Storage Co., Vancouver, B. C., has for \$30,000 purchased property 125 by 120 feet fronting on Beatty Street, opposite the firm's premises, and plans to 'build a garage there at present and eventually a modern warehouse.

W. H. Dean Trucking Co., Ithaca, N. Y., will build a 6-story reinforced concrete warehouse, 90 by 100 feet, on East State Street, to cost approximately \$100,000. The contract has been awarded to Alexander, Shumway & Utz, Rochester.

Dover Cold Storage & Warehouse Co., recently organized at Dover, Del., with Walter D. Ross as president, has purchased property as a site for a cold storage plant.

Fear's, operated by Charles Fear, Montclair, N. J., is building a \$30,000 warehouse on Grove Street.

Fairfield Transfer, Guthrie, Okla., is planning to rebuild a portion of one of its warehouses recently destroyed by fire with a loss of \$40,000.

Globe Ice & Cold Storage Co., El Paso, Tex., is improving its plant by an expenditure of \$10,000 to \$15,000.

Goold Fireproof Storage Co., Chicago, is planning a 3-story addition, 50 by 50 feet, to cost about \$23,000.

Grube-Smith Co., Terre Haute, Ind., is building three steel and concrete 1-story warehouses, for merchandise storage, at the rear of its present warehouse. The cost is estimated at \$10,000.

NEWS

Iola Ice & Cold Storage Co., Colony, Kan., is planning to build a cold storage and ice plant.

Johnson Brothers, Ardmore, Okla., will build a cold storage plant to cost \$80,000.

Klamath Ice & Storage Co., Klamath Falls, Ore., has filed plans for a 1-story cold storage plant, 50 by 110 feet, on Spring Street.

Mallory-Gulf Terminal Co., Tampa, Fla., is planning to build two warehouses, each 260 by 70 feet, to cost respectively \$40,000 and \$37,000, on Franklin Street near Water Street.

Northern Cold Storage Co., Green Bay, Wis., will erect a 1-story and basement concrete and brick cold storage plant, 82 by 180 feet, on North Broadway.

W. Potler & Sons, Express & Storage Warehouses, Atlantic City, N. J., have completed plans for a 3-story addition, 30 by 165 feet, estimated to cost \$35,000.

L. B. Portman & Co., Kansas City, Mo., is planning a 7-story and basement warehouse, at North Washington and Jackson Streets, to contain about 175,000 square feet of floor space and to cost approximately \$500,000.

Reaves Transfer & Storage Co., Little Rock, Ark., is planning to build a \$10,000 warehouse on Washington Avenue.

Rocky Mountain Produce Co., Denver, is erecting a \$10,000 brick warehouse at 2140 Nineteenth Street.

Sabia Motor Vans & Storage Co., Inc., New York City, has taken over under a fifteen-year lease a 4-story building, 25 by 100 feet, at 420 East Tremont Ave-

Santa Maria Ice & Cold Storage Co., Santa Maria, Cal., is building a \$30,000 addition to its plant.

Savannah Cold Storage Co., Savannah, Ga., is planning to build a large cold storage and ice manufacturing plant.

Alexander S. Schulman, operating a warehouse at Dearborn and Harrison Streets, Chicago, is planning a \$750,000 14-story addition, construction to be begun late in the present year.

Security Storage & Transfer Co., Inc., Portland, Ore., has awarded a contract for the construction of a 7-story warehouse, 80 by 200 feet, at Gilson and Fourth Streets, to cost about \$300,000. Houghtaling & Dougan are the architects.

Security Warehouse Co., Galveston, Tex., is planning a new storage structure on the block bounded by Avenues D and E near Thirty-fifth Street.

Thomas County Tobacco Warehouse Co., Thomasville, Ga., is building a warehouse, 100 by 300 feet, costing about \$70.000.

Trans-Continental Freight Co., Chicago, has removed its main offices to the Union Trust Building, 7 So. Dearborn Street from 208 So. Dearborn Street.

Union Ice & Storage Co., San Francisco, San Diego and Stockton, will build a warehouse at Watsonville, Cal., to cost about \$170,000, including equipment.

## NEW INCORPORATIONS WITHIN THE INDUSTRY

Beverly Hills Transfer & Storage Co., Beverly Hills, Cal. Capitalization, \$75,-000. Incorporators, Harrison Lewis, president; H. A. Morston, vice-president; Mrs. M. J. Lamborly, secretary and treasurer.

Citizens' Ice & Cold Storage Co., Marietta, Ohio. Capital, \$15,000. Incorporators, F. B. Conrad and Charles R. Reavis.

Colorado Potato Warehouse Corp. Capitalization, \$250,000. D. W. Aupperle, Grand Junction, Colo., is president and M. I. Chenoweth, Del Norte, Colo., is secretary-treasurer.

Entiat Cold Storage Co., Entiat, Wash. Capital stock, \$50,000. Incorporators, D. D. Bonar, G. G. McArthur, Robert Kenzel, W. Johns and J. E. Slater.

Fidelity Storage & Elevator Co., Memphis, Tenn. Capital, \$50,000. To conduct a storage warehouse and grain elevator. Incorporators include S. T. Pease.

Fred J. Mitchell Co., Cleveland. To conduct storage warehouses. Capital, 200 shares of no par value. Incorporators, G. C. Hafley, J. A. Brune, George R. Sizer, Harry E. Davis and Victor J. Conrad.

General Transportation & Storage Co., Dayton, Ohio. Capital, \$15,000. Incorporators, Theodore, Louis, Wilda M., Edythe C. and Arthur L. Goetz.

Greeley Terminal Co., Cleveland. Capital, \$500. Incorporators, Charles Follett, McAlister Marshall, Fred J. Perkins, Walker H. Nye and Blake Womer.

Harper Ice & Cold Storage Co., Harper, Kan. Capital stock, \$12,000.

Hollywood Cold Storage Co., Hollywood, Fla. Capital, \$75,000. To operate a cold storage warehouse. Incorporators, O. J. Morris and A. M. Morris.

Motor Freight Terminal Co., Los Angeles. Capital, \$500,000. To operate a general storage, shipping and trucking business. Incorporators, G. M. Duntley, Earl Smith and W. W. McKee.

Naugatuck Terminal Co., Bridgeport, Conn. Capital, \$100,000. To operate a general storage terminal warehouse. Incorporators, Jonathan Grout and Richard S. Swain.

Sutton Warehouses, New York City. Capitalization, \$5,000. Incorporators, E. J. Pollik, W. Stein and G. Young.

W. & J. Warehouse Corp., New York City. Capitalization, \$50,000. Incorporators, W. J. Smith, L. Smith and O. Igel, Jr.

Weil Fireproof Warehouse Co., Cincinnati. Authorized capital, \$25,000. Incorporators, Henry Weil, Jr., Henry Weil, Sr., Joseph Weil, Stephen A. Weil and Elizabeth Weil.

Wenham Transportation Co., Willoughby, Ohio. Authorized capital, \$10,000. Incorporators, A. B. Cook, J. H. Nacey, H. J. Schwartz, S. S. Katz and M. Hercik.

Wilmington Cold Storage & Warehouse Co., Wilmington, Del. Capital stock, \$500,000. Incorporator, Wayne C Brewer, Newark, Del.

ing

Y

5,is,

nt; nd Ia-

R.

rp.

nd

sh. rs, ert mn-lese. To al, a-R.

n-

ptt,

ıs,

ır-

yte

a-

n-

a

rt, a nrd

у. Е.

o-0.

nnry eil

),-H. nd



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



The \$5,000,000 Warehouse terminal of practically 900,000 square feet, now under construction for the Detroit Railway & Harbor Terminal Co., at Detroit, Mich. This gigantic Warehouse will accommodate three steamships at one time. Its rail facilities are equally advantageous. Moores & Dunford, Inc., of New York City, were Consulting Engineers in this huge project.

# Let Warehouse Experts plan your building!

At the present time we have under design and construction Terminals and Warehouses whose aggregate cost is \$11,530,000. This work includes some of the largest Terminals in the country as well as some of the most modern Household Goods Storage Warehouses. It is going on in the states of New York, The District of Columbia, Pennsylvania, Michigan, Connecticut and New Jersey.

We have been entrusted with this work involving millions of dollars because our experience and understanding and skill in the designing and construction of Warehouses and Terminals has created a state of confidence in the minds of those who make up the great Warehousing Industry.

The facilities at our command—the Engineering Staff that is part of our institution—the vast experience that we have accumulated through the years of our service—all are at the disposal of prospective builders.

We will gladly confer with you regardless of your location.

We charge no fee for consultation and advice

## MOORES & DUNFORD, Inc.

110 East 42nd St.

New York City



# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## "ANDY SAYS"



NOW that the summer conventions of the National Furniture Warehousemen's Association and the Merchandise Division of the American Warehousemen's Association are over, we can once again get down to the plain facts of both sessions as set forth in this issue of Distribution & Warehousing.

Those who were not in attend-

ance should read carefully the proceedings of both conventions, as both of these bodies of men have a great deal to do with your business whether you are a member or not.

Distribution & Warehousing is published to bring to your attention each month the news of the industry, especially the constructive information, that goes so far toward making this old world a better place to live and do business in.

There are many who care nothing as to what happens in their industry—until it hits home—whereas a wee bit of co-opera-

tion beforehand could have saved the day.

Let us profit by the examples set by older and larger industries than our own that have never ceased co-operating and that find in that one word the difference between failure and success, loss and profit.

"ANDY"



## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

October	rd
October 16-17 Missouri Warehousemen's Association	nis
October 21-22	nn.
November 30 American Chain of Warehouses Washington D	C
December 1-5 American Warehousemen's Association Washington D	C
December	111.
January, 1926	(b
January, 1926 National Furniture Warehousemen's Association (To be decided	(b)
January, 1926 New Jersey Furniture Warehousemen's Association News	rk
January, 1926	d)
January, 1926 New York Furniture Warehousemen's Association New York Ci-	itv
February, 1926 Maryland Furniture Warehousemen's Association Baltimo	re
February, 1926 Pacific Coast Furniture Warehousemen's Association (To be decided	(b)
February, 1926 Pennsylvania Furniture Warehousemen's Association Philadelph	ia.
February, 1926 Pennsylvania State Warehousemen's Association (To be decided	4)
May, 1926	dí
de d	4

BIRMINGHAM, ALA.

## Charlie's Transfer Co.

Incorporated 1903

## Distributors and Forwarders Storage and Hauling

We specialize on merchandise handling. Private siding, connecting with all railroads.

#### BIRMINGHAM, ALA.

ESTABLISHED-1880

OVER 40 YEARS OF HONORABLE SERVICE

## **HARRIS TRANSFER**

## WAREHOUSE CO.

MODERN FIREPROOF WAREHOUSE MERCHANDISE and HOUSEHOLD GOODS STORAGE HAULING PACKING

Prompt Service-Accurate Accounting Offices, Lincoln Life Building

BIRMINGHAM, ALA.

## Hess-Strickland Transfer & Storage Co.

·General Merchandise, Furniture and Household Goods Storage

Distribution of Pool Cars Given Special Attention-Motor Trucks in Addition to Wagon Equipment-Track Connections with All Railroads.

MONTGOMERY, ALA.

## LEADING WAREHOUSEMEN

DISTRIBUTION—HAULING PACKING — STORAGE of HOUSEHOLD GOODS MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH-132 LEE

#### MONTGOMERY, ALA.

STORAGE-FORWARDING-DISTRIBUTING

Warehouse on Western Railway of Alabama. Bonded. Sprinkler System. Low Insurance. ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN

MOELLER TRANSFER & STORAGE CO.
210-220 Coosa St. P. O. Box 552.
PROMPT SERVICE SATISFACTION GUARANTEED Members: American Warehousemen's Association Southern Warehousemen's Association

PHOENIX, ARIZ.

## Arizona Storage and Distributing Co.

**MERCHANDISE** 

HOUSEHOLD

POOL CAR DISTRIBUTION

Government Licensed and Bonded Warehouses

18 South Central, Phoenix, Arizona NFWA-AWA

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co. POOL CAR DISTRIBUTORS FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO.

Rogers Ave. and 2nd St. FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



LITTLE ROCK, ARK.

## Gazette Transfer & Storage Co.

212-214 Scott St.

Distribution of merchandise and household goods pool cars—City and interurban delivery—transfer of household goods—storage of agricultural implements. Crating and packing. A fleet of motor trucks and a well organized business guarantees you an exceptionally efficient service.

LITTLE ROCK, ARK.



recess.

Fireproof Sprinklered

Free Switching from All Railroads



RIVE

Formerly

STUDENTS

TRANSFER & STORAGE CO.

Distributors of Pool Cars

Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

FRESNO, CAL.

Located in the Center of Fresno

State Center Warehouse & Cold Storage Co. "Fireproof"

Private siding Santa Fe

Distributors of Pool Cars Household Goods, Merchandise Members American Chain of Warehouse and California Warehouse
747 R STREET, FRESNO, CALIFORNIA

FRESNO, CAL.

Valley Van & Storage Co., Inc. Private Spur

Distributors of Pool Cars of Household Goods, Machinery and Merchandise Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL. [

LOCATED IN THE CENTER OF RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc. "FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR. 1666 N. Highland Ave.,

Hollywood, Calif.

LONG BEACH, CAL. [

BOYS TRANSFER AND STORAGE CO. (Specializing in Household Goods)

Packing Storage Moving

Shipping Send us your next shipment; Large or Small. You can be assured of Fair Treatment for your customer. Remittances Promptly made, SAME DAY. And proper protection of your interests at this end-No Passing the Buck.

(DEPENDABLE SERVICE)
Office 428 Locust Ave. Affiliations

EL CENTRO, CAL.

TRUCK and CO



S. E. Cor. 3rd & State Sts. Office: 114 N. 5th St.

Only Reinforced Concrete Warehouse for Storage and Carload Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns. Our Stock in Trade, SERVICE.

LONG BEACH, CAL.

Harry Meldrim, Pres.



#### HOUSEHOLD GOODS MERCHANDISE

Removals, Packing, Forwarding, Distributing 4 Warehouses STORAGE Warehouse Spur—U. P. 100,000 sq. ft. STORAGE Sou. Pac. & Pac. Elec.

MEMBERS: California Warehouseman's Assn.

Pacific Coast Furniture Warehouseman's Assn.

National Furniture Warehouseman's Assn.

San Pedro-DOCK CONNECTIONS-Wilmington
SERVICE SAFETY

FRESNO, CAL.

AN & STORAGE CO.

California Shipments Promptly Handled

-Private spur.

-12 fireproof depositories in California.

San Francisco 13th and Mission

Oakland

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

LOS ANGELES, CAL.



California **Shipments Promptly** Handled

-Distributors of pool car shipments. Private spur.

-12 fireproof deposi-tories in California.

13th and Mission

Oakland 22nd and San Pable

Los Angeles S. Figueroa Street

Fresno

-Distributors of pool car shipments.

#### LOS ANGELES, CAL



## CALIFORNIA

**Pool Carload Distributors** 

Handling goods destined to points in SOUTHERN CALIFORNIA and ARIZONA

TRANS-PACIFIC PORTS P. O. BOX 570, ARCADE STATION

#### LOS ANGELES, CAL.



## **Co-operation**

Consign to L. A. Warehouse-the largest fireproof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

Los Angeles Warehouse Co. 316 Commercial St. Los Angeles

LOS ANGELES, CAL.



Curtis C. Colyear, Prop. MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2
415 S. San Pedro St. Fireproof.
Warehouse No. 4
540 S. Alameda St. Sprinkler Equipped.
Member American Warehousemen's Association
Nat'! Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

LOS ANGELES, CAL.

# Consign to

Two modern Fireproof Warehouses in residential districts — private spur tracks. Prompt service and collections.



LOS ANGELES, CAL. [

## Fidelity Fireproof Storage

Packing, Moving, Shipping of household goods, distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

LOS ANGELES, CAL

LOCATED IN THE CENTER OF RESIDENTIAL LOS ANGELES.

## Hollywood Storage Company, Inc.

"FIREPROOF"

LOS ANGELES, CAL.

we have Los Angeles terminal rates

We have Los Angeles terminal rates

Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.

Hollywood, Calif. 1666 N. Highland Ave.

LOS ANGELES, CAL.

# MERCHANDISE

## Storage and Distribution

4 acres of floor space, sprinkler equipped, served by S. P. spur tracks and prepared to give complete warehouse service. Our location, experience, warehouse facilities, and local standing, all make it worth your while to consider this warehouse for the storage and distribution of your mer-

#### JENNINGS-NIBLEY

Warehouse Co.

1101 East 5th Street, Los Angeles, Cal.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR



LOS ANGELES

SAN DIEGO

FIREPROOF STORAGE CO.

6372 SANTA MONICA BOULEVARD HOLLY WOOD CALIE.

OFFICE 962 Second St. 941 W. 16th ST.

THREE WAREHOUSES-PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association National Furniture Warehousemen's Association

25

LOS ANGELES, CAL.



668 SO. ALAMEDA ST. LOS ANGELES, CALIF.

We solicit

Agents: Baldwin Universal Co.

We solicit
your commercial storage and pool car distribution, as we are located on free trackage,
and operate both City
and Interurban Motor
Truck Service, in most
of the territory surrounding Los Angeles,
We are authorized franchise carriers
under the Railroad Commission.

Route "VIA RICHARDS"

SPECIAL STEAMSHIP CONNECTION
FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES

OAKLAND, CAL.



California Shipments Promptly Handled

S. Figuerea Street

1248 Van Ness Ave.

-Distributors of pool car shipments.

Private spur.

-12 fireproof deposi-tories in California.

San Francisco 13th and Mission

Oakland 22nd and San Pablo

LOS ANGELES, CAL.

#### CONTRACTOR OF STREET 1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the
Port of Los Angeles.
Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents.

Storage—Forwarding—Distribution—Cartage

Space Leased for Private Warehouse, Office and Display Desk.

Space with Desk and Office Service Rented.

Cotton Pressed to High Density.

Special equipment for the proper handling of various commodities.

Steamer Space booked when requested. We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

UNION TERMINAL WAREHOUSE COMPANY UNION TERMINAL WAREHOUSE CORPORATION SHATTUCK & NIMMO WAREHOUSE COMPANY LOS ANGELES, CALIFORNIA 

LOS ANGELES, CAL. [

## "When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Central Manufacturing District, on tracks of Los Angeles Junction Railway (a neutral belt line road connecting with all main lines at through rates), offer you complete warehouse service in modern fireproof structures at reasonable rates. Lowest insurance rates in city. Office and display desk space for lease.

> Westland Distribution & Storage Warehouse Co.

Central Manufacturing District

Los Angeles

OAKLAND, CAL.



AND KIRKHAM STREETS, OAKLAND

ONTARIO, CAL. I

## Natural Distribution Center

for San Bernardino and Surrounding Counties

Railroad Siding and Storage Yard. 560 feet of Private

Carload Distribution

Fireproof Storage. 16,000 sq. ft. of inside storage space. 22,000 sq. ft. of outside stor-age space. First-class Auto Truck Service. Connections with all towns. A real service located in the heart of Southern California.

HICKEY WAREHOUSE CO.

541 E. Main St.

Ontario, California

The Men Who Distribute

## Ford Roofing

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

LOS ANGELES, CAL.

Complete Facilities

for

Freight Forwarding and Distributing

HOUSEHOLD POSSESSIONS

Members: National Furniture Warehousemens Assn.
Pacific Coast Furniture
Warehousemens Assn.
American Warehousemens
Association. The most Up-to-date Service for Los Angeles' most exclusive Residential Section.



## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

SAN DIEGO, CAL. I



#### Kettner at B St.

Successors to Prudential Storage & Moving Co. OFFERING A MOST

**EFFICIENT - ECONOMICAL** AND COMPLETE SERVICE

INCLUDING

RECEIVING **STORING** MOVING PACKING SHIPPING & DISTRIBUTING

OF BOTH

**HOUSEHOLD GOODS and** MERCHANDISE

SAN FRANCISCO, CAL.



California **Shipments Promptly** Handled

Los Angeles S. Figueroa Street 1335

1248 Van Ness Ave.

-Distributors of pool car shipments. Private spur.

→12 fireproof depositories in California.

San Francisco 13th and Mission

Oakland

SAN FRANCISCO, CAL.



Storing and Distributing Merchandise Our Specialty

Let us handle your San Francisco ship-

We supply the necessary services for the handling of merchandise through a modern warehouse.

San Francisco Warehouse Co. 625 Third Street



SAN FRANCISCO, CAL. [

## SERVICE



Office and Main Warehouse
2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.

Cable Address "SOUTHER"

Codes
All Standard
Private Terminal on So. Pac. Tracks
Exclusive Facilities for Handling Automobiles, Trucks,
Tractors, Etc.
In 1924 we handled 17,000 motor vehicles

#### SOUTHER WAREHOUSE COMPANY

#### BOXING FOR EXPORT SHIPMENT

All details handled, bills of lading, clearance, etc.
We are Specialists in this business.

MAY WE SERVE YOU?

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.

GO CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Corner of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President
Member American Warehousemer's Ass's.

Member American Chain of Warehouses.

SAN FRANCISCO, CAL.





SANTA MONICA, CAL.

STORING-MOVING-PACKING-SHIPPING

SECURITY VAN & STORAGE CO.

New Fireproof Storage

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

DENVER, COLO.

E. W. PITCHER



Amick Transfer & Storage Co. 1029 Santa Fe Drive, Denver, Colo. FIREPROOF WAREHOUSE

Pool cars distributed. Local and interurban truck service. Low insurance rates.

Household Goods
Complete packing service.
Reciprocity at every oppnity.
Open or private storage.

1925

#### DENVER, COLO,

The Johnson Storage and Moving Company, Inc. 221 BROADWAY

MODERN FIREPROOF WAREHOUSE DENVER, COLORADO

Member & C. T. & S. A.

Household Pool Car Distributors

#### DENVER, COLO.



## WAREHOUSE

Your Stocks With Us 150,000 Sq. Ft. Space

## **DENVER**

Serves Two Million Population

Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service
to customers and satisfaction to you.

The Kennicott-Patterson Transfer Co.
1700 Sixteenth St. DENVER, COLORADO

The Men Who Distribute

## Seaman Paper Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

DENVER, COLO. T

F. C. Bartle, President

# The Merchants Storage & Transfer Co., Inc.

#### Drayage and Storage Distribution

OFFICE

1556 Wazee Street Telephone Main 6667 WAREHOUSES 1536 Wynkoop St. Telephone Main 1632

#### Sprinkler System Warehouse

Free Switching from All Railroads
Centrally Located in Shipping District
Storage of Merchandise and Household Goods
Household Goods Shipped to All Points
at Reduced Rates
Distribution of Pool Cars Our Specialty

#### Member

Central Warehousemen's Club Colorado Transfer Companies Association American Warehousemen's Association Denver Transfer Companies Association National Furniture Warehousemen's Association

Correspondence Solicited

#### DENVER, COLO.

# When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best.

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.





1700 Fifteenth Street Denver Colorado



PUEBLO, COLO.

## Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

SAGE

Transfer & Storage Co.

HARTFORD, CONN. [

Established 1850

Incorporated 1908

## The Bill Brothers Company

Transfer and Storage

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

#### STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

PESSE

TRINIDAD, COLO. [

The Place to Get Service

# PLE

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

#### THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods Warehousing and Distribution Private siding—Free switching Low Insurance—Prompt Service

GREENWICH, CONN.

#### HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

Office: 335 Trumbull St.

Safety Vaults for Silverware

## GEORGE E. DEWEY & CO. JOSEPH M. PELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving Packing, Crating and Shipping of Pianos, Furniture, China Only Fireproof Storage Warehouse in Hartford

Members { National Furniture Wishensemen's Association Connecticut Warehousemen's Association Canadian Warehousemen's Association

HARTFORD, CONN.

provend

## Hartford Despatch & Warehouse Company



#### FIREPROOF WAREHOUSE

FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES, SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

MEMBERS OF National Furniture Warehousemen's Association Connecticut Warehousemen's Association American Warehousemen's Association American Chain of Warehouses Conn. Representatives: Big Four Transfer Co.

925

#### NEW LONDON, CONN.

## GARDNER STORAGE CO. 18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE
Members: Conn. Warehousemen's Assn.
Nat. Furniture Warehousemen's Assn.

#### WATERBURY, CONN.

## The Ralph N. Blakeslee Company

Est. 1859

Storage | Furniture | Merchandise Trucking | Local and Long Distance

Large Padded VANS for Furniture Moving Members: N. F. W. A., Conn. W. A.

#### WATERBURY, CONN.

## Waterbury Storage Company

John Moriarty, Inc., Prop. Est. 1877 127 East Main St.

Elevators

Fireproof Buildings Cap. 562 Rooms

MEMBERS: N. F. W. A.
Connecticut Warehousemen's Ass'n

#### WASHINGTON, D. C.

#### Modern Fireproof Building

LONG DISTANCE MOVING

PACKING STORING SHIPPING



TRANSFER & STORAGE CO., INC. 1313 You Street, N. W.

#### WASHINGTON, D. C.

#### UNITED STATES STORAGE CO. 418-420 TENTH STREET, N. W.

MEMBERS:

National Furniture Warehousemen's Association

Efficient and Courteous Service

Modern Fireproof Warehouse

We are prompt in all things.

Member: American Warehousemen's Assn.

Distributors of Pool Cars

The Men Who Distribute

## Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### JACKSONVILLE, FLA. [



FIREPROOF WAREHOUSE Low Insurance Rate

We Move, Pack, Store and Ship Household Goods

Delcher Bros. Storage Co. 459-61-63-65 Riverside Avenue

Distributing Pool-Car a Specialty

FLORIDA'S LARGEST

Shippers of Automobiles for Tourists

22223

#### JACKSONVILLE, FLA.

## UNION TERMINAL WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low Insurance Rate. Sub-Post Office and branch Western Union Telegraph. Joint Railroad Agent. L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE AND FORWARDING

Special attention to handling of pool cars.

#### MIAMI, FLA.

#### The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Ware-house. Facilities for distribution of pool cars. Moving, packing, shipping and storing Household Goods and Automobiles.

Motor Equipment 1000-12 N. E. First Ave., Miami, Fla.

#### ORLANDO, FLORIDA

#### Orlando Bonded Warehouse (Inc.)

Post Office Drawer No. 1672
100-112 West Amelia Avenue
Storage and Distributing of General Merchandise,
Machinery, Household Goods
Private Siding, A.C.L.R.R.
Member National Furniture Warehousemen's Association
Sprinkler Protection
It's a pleasure to serve you

#### PENSACOLA, FLA.

## Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.
Receiving and Warehousing of General Merchandise in carloads or less than carloads.

Merchandise stocks carried and records kept for out-of-town

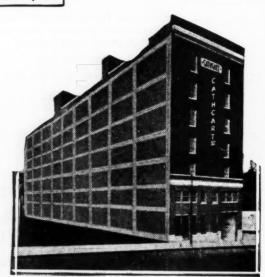
Cor. Chase & Alcinez Streets

#### TAMPA, FLORIDA

#### JOBBERS WAREHOUSING COMPANY

Storage, Distribution, Forwarding Hauling and Stevedoring

31,000 Sq. Ft. Floor Space Private R. R. Sidings and Docks, Deep Water "Anything from Parcel Post to Steamship Cargoes" ATLANTA, GA.



CATHCART VAN AND STORAGE CO.
HOUSEHOLD GOODS EXCLUSIVELY

MEMBERS N. F. W. A.

ATLANTA, GA.



MERCHANDISE ONLY
STORAGE
DISTRIBUTION

Member American Warehousemen's Association

Security Warehouse Co.
Atlanta, Ga.

ATLANTA, GA.

CAMP TRANSFER & STORAGE, Inc.

Storage, Packing, Shipping of Household Goods Pool Car Distribution of Merchandise

Members of N. F. W. A.

AUGUSTA, GA.

L. C. DOOLITTLE, Gen. Mgr.

Augusta Bonded Public Warehouse Co.

Complete Warehouse Service in Storage and Distributing Merchandise.

Logical Point for Georgia Pool Car Shipments.

DIRECT RAILROAD SIDING. ALL RAILROADS. REFERENCES: ANY BANK OUR CITY.

AUGUSTA, GA.

THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest. But Our Service as Good as the Best.

PERSONAL PROPERTY OF THE PROPE

SAVANNAH, GA.

panar.

Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and Steamship Docks

Members American Chain of Warehouses

Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
P. O. Box 985
Savannah, Ga

22223 D 10222

BOISE, IDAHO

**PEASLEY** 

TRANSFER & STORAGE COMPANY STORAGE, TRANSFER AND FORWARDING

419 SO. EIGHTH STREET

## KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

#### BLOOMINGTON, ILL.



### The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment.

This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

### JOHNSON TRANSFER CO.

Bloomington, Illinois

#### BLOOMINGTON, ILL.

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

### BRUNTON TRANSFER & STORAGE CO.

Since 1905

Pool Cars and Merchandise Distributors Household Goods stored; packing and crating; long distance moving a specialty.

Local distributors for Procter & Gamble, H. J. Heinz Co., etc. Consign your goods in our care for prompt delivery.

415 N. Center St.

Phone 813

### CHAMPAIGN, ILL. URBANA, ILL.

### WAGNER & SON

### TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts.

Champaign, Ill.

The Men Who Distribute

### Rexall Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

### CHICAGO, ILL.



Established 1892

### BAER FIREPROOF WAREHOUSE CO.

POOI. CAR DISTRIBUTORS
Of Furniture and Pinnos
Collections Promptly Remitted
Members—The Chicago Association of Commerce—Nat'l Furniture housemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.
General Office—1927 Milwaukee Avenue, Chicago, Illinois

### CHICAGO, ILL.

### BEKINS

Household Shipping Company



Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 905 BEDFORD BLDG., Chicago NEW YORK, BOSTON, BUFFALO, CINCINNATI

#### CHICAGO, ILL.

### CENTRAL

### STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway-In the worldfamous Central Manufacturing District-The geographical center of Chicago.

No Switching Charges-No Cartage-No Delays. 650,000 square feet of fireproof space. Insurance rate 71/2

No Trap-Cars Here L. C. L. Freight Loaded Direct to Destination WHY NOT USE THE BEST FACILITIES?

### CHICAGO, ILL.



### From Now On At Your Service Here

In order to serve our patrons with the efficiency which we consider essential, the Continental Warehouse Company is now located in the quarters illustrated above.

Increased floor space, fire-proof construction, and many other additional advantages are now available for all.

On the Rock Island Railroad, with a 10-car spot. Usual pool car distribution. Our own fleet of trucks, as before. And lower insurance rates.

Let us prove to you, through the use of our improved service, that our expansion has been made for you.

Continental Warehouse Company 2201-35 S. LaSalle Street Chicago, Ill.

### CHICAGO, ILL. F

### EMPIRE STORAGE COMPANY

Fireproof Warehouses For Household Goods (Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.



"Ship the Empire Way"

EMPIRE STORAGE COMPANY 52ND ST. AND COTTAGE GROVE AVE.

MEMBER

### CHICAGO, ILL.

### Are You a Judge of Warehouses? Come and Look at a Good One

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

### Currier-Lee Warehouse Co.

427 W. Erie Street

· Chicago, Illinois

Associated with Distribution Service, Inc.
Offices in New York, Chicago and San Francisco

### CHICAGO, ILL.

G. A. Foster, Pros. L. N. Foster, Vice-Pros. H. B. Foster, Sery. & Treas.

CENTER OF THE GREAT WEST SIDE

### **Garfield Park Storage Company**

3111-17 W. Madison Street (Two Blocks East of Garfield Park)



Prompt and efficient service for West Side Shipments. Collections promptly remitted.

All Warehouses equipped with Automatic Burglar and Fire Alarms.

Capacity 1000 van loads.

Consign Carload Shipments from Stations on C. & N. W., or C. M. & St. P. Rys. as follows:

C. & N. W. Ry.: to California Avenue Team Track C. M. & St. P. Ry.: to Western Avenue Team Track

Carload lots from Stations on other lines should be consigned care Baltimore & Ohio, Chicago Terminal Transfer Railway, Kedzie Ave. and Taylor St. Team Track.

MEMBERS OF N. F. W. A. and I. F. W. A.

#### CHICAGO, ILL.





Federal Fire Proof Storage Company

Closest Storage Warehouse to the Loop

Removals, Packing, Shipping

Main Office and Warehouse (A) 1230-1232 N. Clark Street Warehouse (B) 871-873 N. State Street ALL PHONES DIVERSEY 0600

CHICAGO, ILL.

GRISWOLD & WALKER, Inc.

OPERATING G. & W. TERMINAL and SIBLEY WAREHOUSES

ROY C. GRISWOLD, Pres. WELLINGTON WALKER. Vice-Pres.

TREETEN

Capital \$300,000.00

Executive Offices: 1525 Newberry Ave. CHICAGO

This consolidation creates the most Complete Warehousing Organization in Chicago and the Middle West.

MERCHANDISE STORAGE AND DISTRIBUTION U. S. CUSTOMS AND INTERNAL REVENUE BOND

Motor Truck Delivery. Parcel Post Distribution. Trap Car Reshipping. Field Warehousing. Pool Car Distribution. 

CHICAGO, ILL.

### HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the United States

#### HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

#### **MERCHANDISE**

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.



Pool Car Distributors Members N. F. W. A., A. W. A., Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
141-15 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
624-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

Harder's Fireproof Storage & Van Co.

General Offices
40th St. and Calumet Ave.
Chicago

CHICAGO, ILL

Free Switching

Crane Service

Storage for MACHINERY

Exclusively

Machinery Warehouse Co. 74th and Ashland Ave.

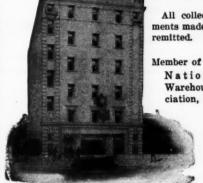
Chicago o

CHICAGO, ILL. |

ESTABLISHED 1874

# HEBARD

Storage Warehouses



All collections on shipments made to us promptly

National Furniture Warehousemen's Association, Illinois, New York and

Southern Warehousemen's Association

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Cogers Fark of North Subre simplication.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.

Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.

Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL. [

"NO DELAYS"

### Edward Lasham Co.

Merchandise Storage Pool Car Distributors Teaming and City Delivery Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central, Chicago & Northwestern and Chicago, Burlington &

EDWARD LASHAM CO.

1559 S. State St. Chicago Illinois



CHICAGO, 4LL.

### We Help You Keep Your Delivery Promises

The facilities we place at your disposal for the quick and careful distribution of goods in this territory are so well organized that your delivery promises are always kept—which means more clients and more profits.

Our B & O C T Warehouse has private switch track connecting with all Trunk Lines entering Chicago.

We specialize in—
Pool Car Distribution.
City and Suburban Delivery.

Merchants Warehouse and Distributing Company

Chicago, Ill.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

Tunnel Service-Cut your cartage in half

CHICAGO, ILL.



CHICAGO, ILL.

### Soo Terminal Warehouse

519 W. Roosevelt Road

Chicago, Illinois

Merchandise Storage and Distribution Pool Cars Efficiently Handled

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

### North Pier Terminal Co.

See our advertisement on front inside cover page

CHICAGO, ILL.

### MERCHANDISE STORAGE

FROSTPROOF

Very Low Insurance Rates CM&STP Ry. Track Inside Buildings

### The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Our location is specially convenient for the warehousing and distribution of merchandise. Private track facilities, with free switching from all railroads entering Chicago.

The Men Who Distribute

### Squibb's Toilet Articles

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

CHICAGO, ILL.

### Have Your Own Transfer Representative In Chicago

F you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

Jos. Stockton Transfer Co. 1020 So. Canal St. Chicago, III.

y

e

11

e

d, ie CHICAGO, ILL. I



ESTERN

ant a AREHOUSE

HICAGO



### SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the Largest Public Warehousing Unit West of the Atlantic Seaboard.

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

STOCKS CARRIED for local and out-of-town concerns. transit. Prompt rail reshipments anywhere, without cartage brokea. Automobile storage and reshipment a specialty. Receipts issued.

Pool cars Negotiable



329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

### SOUTH SIDE STORAGE FOR SOUTH SIDE DISTRIBUTION

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is Service, prompt, efficient and reliable.

Direct Connection with All Roads

### SOUTH SIDE SHIPPING & STORAGE WAREHOUSE

131-135 West 63rd Street

Phone Normal 6266

DANVILLE, ILL.

### Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distribu-ting. Conveniently located in the heart of the whole-sale district. Private siding to warehouse, and free switching from all railroads.



### Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.
Members National Furniture Warehousemen's
Association.
Members Illinois Furniture Warehousemen's
Association.

DANVILLE, ILL.

### Beeler Transfer & Storage

Merchandise Pool Car Distribution. Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Interurban Delivery.

208-210 West Main St.

DECATUR, ILL

SINCE 1892

### Hamman Bros. Transfer & Storage Co.

Decatur's pool car distributors. Private switch to the ONLY FIRE-PROOF WAREHOUSE in the city. Truck and team service.

Members N. F. W. A.-I. F. W. A.-I. W. A.-C. W. A. I.

Office:-Williams St. at Broadway

### If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

### DECATUR, ILL.

### Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

### F. M. MERIDITH

Storage and Transfer Co.

320-350 E. Cerro Gordo

Decatur, Ill.

The Men Who Distribute

### California Raisins

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

### ELGIN, ILL.

### Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us, Several modern plants for storage are available. Consign to us, We know how,

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points-

PARKE WAREHOUSES Decatur, Illinois

STORAGE AND DISTRIBUTION

LA SALLE, ILL.

### Porter Produce & Storage Co.

La Salle

Illinois

G. G. TOMPKINS, Pres.

A. B. PORTER, Secy.

General Merchandise Storage **Pool Car Distributors Private Sidings** Free Switching Rock Island, Chicago, Burlington & Quincy, Illinois Central

Members I. W. A.

MOLINE, ILL.

### Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company 1205-1209 Fourth Ave. Moline, Illinois

PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

### O'Neill Bros. Transfer & Storage Co. Merchandise Hauling

Carload Shipments Distributed Freight Handled Promptly Pool Car Distributing Merchandise and Furniture Storage

Commercial Furniture Warehousing 617-619-621 S. Water St. Peoria, Ill.

ROCKFORD, ILL.

### **Carry Spot Stocks** at Rockford—and at The Bartlett Warehouse

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fireproof construction, and centrally located. The downtown district and all freight stations are within four blocks.

**Bartlett Storage Warehouse** Rockford, Illinois

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

ROCK ISLAND, ILL.

Rock Island Transfer & Storage Co. Merchandise Warehousing and Distribution

Motor Truck Service C. B. & Q. SIDING

FREE SWITCHING FROM ALL OTHER ROADS

SPRINGFIELD, ILL.

### Merchants Transfer & Storage Co. **BONDED WAREHOUSE**

STORAGE, PACKING, MOVING AND SHIPPING HANDLING MERCHANDISE CARS A SPECIALTY HEAVY AND LONG DISTANCE HAULING 1000 EAST MONROE STREET SPRINGFIELD, ILL.

SPRINGFIELD, ILL.

### HILLIER STORAGE COMPANY

Fireproof Warehouses
Merchandise and Pool Car Distribution—Spot Stock Delivery—Motor and Team Service.

Household Goods Storage—Moving, Packing and Shipping.

Private Siding C. & A. Free Switching from all Railroads when Billed in Our Care.

Office: 413 N. 4th St.

Springfield, Ill.

EVANSVILLE, IND. [

### Central Warehouse Co.

F. W. GRIESE, Pres. and Mgr.

PUBLIC STORAGE AND WAREHOUSE

901 Main St.

Evansville, Ind.

Mdse. Only

Storage & Distribution Illinois Central Tracks. Free Switching.

FORT WAYNE, IND. [

### Fort Wayne Storage Company FORT WAYNE, INDIANA

General Merchandise Storage and Forwarding

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
"FIREPROOF" BUILDINGS
STORAGE, TRANSFER, DISTRIBUTION

We have our own truck line and are equipped to make prompt deliveries

Private siding



FORT WAYNE, IND.

Southside Storage & Van Co.

Furniture Packing, Crating, Storage, Overland Moving and General Trucking

327 E. Superior St.

Fort Wayne, Ind.

INDIANAPOLIS, IND. [

"Coburn Service for Efficiency"

# Henry Coburn Storage & Warehouse Co.

Indianapolis

Merchandise Storage
Quick Shipments

Distribution Cars

Orders filled and en route the day received.

No trap car delays.

We own and operate our truck equipment.



INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO. Indiana Licensed Class A Warehouse 221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.

Private R. R. Siding—Free Switching.

Over 21 Years Continuously Serving

Local and National Firms

INDIANAPOLIS, IND.

### Indiana Refrigerating Company

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

### Indiana Terminal Warehouse Co.

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

### **MANUFACTURERS!!!**

We Need Twenty More Satisfied Customers

We can BEAT THEM ALL when it comes to PROMPT SHIPMENTS from STOCK. If you want INDIANA business, you need stocks here to compete with Indianapolis Manufacturers and OTHERS. Write us YOUR needs.

### INDIANAPOLIS WAREHOUSE CO.

330 West New York St. (18 years' experience)

FRANK A. TODD, V. P. & G. Mngr.

FESTE

INDIANAPOLIS, 1ND.

CERRERS

### INDIANAPOLIS, IND.



### TRIPP WAREHOUSE COMPANY

Indianapolis, Ind.

Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies

#### INDIANAPOLIS, IND. [

### Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING

MOVING

STORAGE

FORWARDING

Members of N. F. W. A.

### KOKOMO, IND.

"HAULIT"

Office: 905 N. Union St.

### Becraft Transfer and Storage Company

KOKOMO, INDIANA J. H. BECRAFT, Owner and Manager

H H Goods and Mdse. Storage Carload Distributing

Packing, Moving and Shipping Private Siding-Pennsylvania Rv.

#### MARION, IND.

### VIRGIL F. LEMON

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St.

Furniture Packing, Storing and Shipping

MUNCIE, IND.

H. L. OLIVER, President D. O. HENDERSON, Sec. and Treas.

Iron Safes, Ma-chinery, House-hold Goods and Pianos Moved

Il Kinds of Merchandise Stored and Distributed

TELEPHONE 141-142

DELAWARE TRUCKING CO., INC.

Carload Shipments Distributed Pool Car Distributing Long Distance Hauling Motor Service Private Siding to Warehouse

Free Switching from All Railroads

RICHMOND, IND.

Office Phone 2528

Member of Indiana Transfer and Warehouseman Association

### FOREST MONGER TRANSFER and STORAGE CO.

STORAGE, GENERAL DRAYING AND TRANSFER

Long Distance Hauling a Specialty

Quick Service

Storage House 517-519 North D St. Fire Proof Storage

RICHMOND, IND.

Furniture—Packing—Crating and Shipping
Distributors of Pool Cars

Collections Given Prompt Attention

Motor Service

SOUTH BEND, IND.

### WARNER WAREHOUSE CO. Merchandise Storage and Distribution

New York Central Siding-Free Switching-Pool Car Distribution-Negotiable Warehouse Receipts Issued.

Members: American Warehousemen's Assn.



CEDAR RAPIDS, IOWA [

### Cedar Rapids Transfer & Storage Co., Inc.

6555 C 65555

Fireproof Warehouse Motor Truck Service Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles 290,000 Square Feet Storage Space

CEDAR RAPIDS, IOWA

#### LYNCH SERVICE

Complete and Dependable
Your assignments will be promptly
and carefully executed by a skillful and responsible organization.
Modern Equipment—Trackage—New
Pireproof Building

LYNCH TRANSFER CO.

Established 1884 CEDAR RAPIDS, 10WA



DES MOINES, IOWA

Furniture Meved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way Member I. W. A.



SERVICE FOR THE SHIPPER

> Our service and equipment enables us to handle your shipments to the best advantage.

> Warehouse located within a short haul of local depots and wholesale and retail districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your customer quick service.

200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding terri-

Ninth and Mulberry Streets, Des Moines, Iowa Members: AWA, NFWA, CWC.

DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

· Merchandise and Furniture Warehouse Distributors and Forwarders

> Send Your Pool Cars in Our Care New Fire-Proof Warehouse Teams or Auto Trucks for Hauling Free Switching on All Railroads to Our Warehouse

Des Moines, Iowa 515 East Court Ave.

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for lows, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

SIOUX CITY, IOWA

BEKINS VAN & STORAGE CO., Inc.

Est. 1890

Moving. Packing. Storage. Shipping. Household Goods and Pianos. Low Insurance Rates. Equipped to handle all kinds of merchandise. Mdse. Warehouse near Fourth and Water Sts. Fireproof Warehouse Sixth and Perry Sts.

SIOUX CITY, IOWA.

Berthelsen Transfer and Storage Company

Household Goods packed, stored and shipped.

Local and long distance hauling. Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise Warehouse.

1509-11-13-15 East Fourth St. Sioux City, Iowa

Member of Montul Whse. Service, Inc.

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise Distribution and Pool Car Shipments

MEMBERS: Central Warehousemen's Club National Furniture Warehousemen's Association SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

Fireproof and Steam Heated Storage 300 Iowa Street, Sioux City, Iowa

### SIOUX CITY, IOWA.

### Brown Van & Storage Co., Inc.

A. R. BROWN, Pres.

HOUSEHOLD GOODS MOVED. PACKED AND STORED CRATING AND SHIPPING LONG DISTANCE HAULING FIREPROOF STORAGE

514 Eighth St.

Sioux City, Iowa

#### WATERLOO, IOWA

### IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

### PITTSBURG, KANSAS [

Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution
Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.

### KANSAS CITY, KANSAS [

THE INTER-STATE TRANSFER & STORAGE COMPANY PACKING, MOVING, STORING AND SHIPPING 1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075 We handle approximately 75% of all the freight shipped to Kansas City, Kan.— L. J. Canfield.

### TOPEKA, KANSAS.

N. F. W. A. A. W. A.

### THE TOPEKA TRANSFER & STORAGE CO., Inc.

Established 1880

Three houses for

### Merchandise—Household Goods

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

The Men Who Distribute

### Pepsi-Cola

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### WICHITA, KANSAS

PETTETE Lowest Insurance

"Where Service Counts" Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.

-Bonded-

143 North Rock Island Ave.

Private Siding. Direct Connection all Railway Lines Entering City.

Centrally Located in the Jobbing District and to Railway Stations. Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

#### WICHITA, KANSAS I

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas. J. H. BRUGH, Sec., Gen. Mgr.



Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof) Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

### UNITED WAREHOUSE CO.

Wichita, Kansas

Kansas City, Mo. 2114 Central St.

recesso

#### LEXINGTON, KY.

### enna. THE UNION

TRANSFER and STORAGE COMPANY, Inc.

THREE LARGE WAREHOUSES

Fireproof and Non Fireproof. Centrally Located. Warehouses on Private Sidings. Free Switching Charges. DISTRIBUTION OF POOL CARS A SPECIALTY MERCHANDISE AND HOUSEHOLD GOODS WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

65550 G 65550

LEXINGTON, KY.

### R. MILWARD

#### Furniture Storage

Packing and Shipping

LEXINGTON 159-161-163 North Broadway KENTUCKY

ESTABLISHED 1879

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

LOUISVILLE, KY. [

### **Tabb Storage Warehouse**

### Freight Transfer Line

Established 1875

C. S. Tabb's Son, Mgr.

NEWSPRINT—RAILWAY STORAGE

GENERAL HAULING

The Men Who Distribute

### Simmons Beds

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

### KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

NEW ORLEANS, LA. [

### NEW ORLEANS

### In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

Central Distributing Warehouses

Shipside **Terminals** 

Alabo Warehouse

Commercial Warehouse

The most centrally located warehouse in the city

The only public warehouse in New Orleans on the water front - wharf facilities for the largest ocean steamers

### COMMERCIAL WAREHOUSES

NEW ORLEANS, LA. [

### STORAGERS IN OTHER CITIES:

Here's why you can trust your clients' goods with

### O. K. STORAGE & TRANSFER CO. **New Orleans**

We Treat Clients You Refer to Us with Every Consideration

**Our Building Is Absolutely Fireproof** We Make Remittances Promptly We Are Financially Responsible

We Specialize in Household Goods and Office Furnishings Exclusively

WE KNOW HOW

General Manager

### O. K. Storage & Transfer Co.

New Orleans, La. Louisville, Ky.

#### NEW ORLEANS, LA. T



Storageland





"I have shown you some of the important features of the Standard Warehouse, New Orleans," said the White Rabbit, "and now I'm going to introduce you to the men who make the wheels go round."

"Oh, please," b e g g e d Alice in alarm, "I'd rather not meet the officials. I'm so easily flus-tered—"

But the White Rabbit led her to a big desk. "This," said he, "is T. E. Gannett, operating

grief of the place rests on his shoulders."

Alice looked at Mr. Gannett's shoulders, but failed to see any grief there, or in the twinkling eves that met hers.

"He has to know a great deal," said the White Rabbit. "He must know not only the problems of men in many trades, but he must anderstand and talk in trade terms that they use in daily business life. He must have a thorough knowledge of every trade that he hopes to serve in his big warehouse, and he must plan special devices to handle their goods. Because he is in such close touch with so many trades, he can sense good times or bad times acng before they come."

"I don't see how a man can know so much," said Alice.

"It's easy. All you have to do is find out about them."

"It sounds very simple, the way you put it."

"It is. I'm going to introduce you to some of the others soon."

"That will be fine," said Alice. "I was afraid to meet such important people, but I'm not now-if the rest of them are like Mr. Gannett."

(Watch for further Adventures of Alice in Storageland.)

### Standard Warehouse Co.

100 Poydras St.

New Orleans, La.

Second Port, U. S. A.

Copyright, 1925, by R. A. Sullivan

#### BANGOR, MAINE

### McLAUGHLIN WAREHOUSE CO.

Established 1875 Incorporated 1918

General Storage and Distributing



Rail and Water Connection Private Siding

PARTER

American Warehousemen's Association American Chain of Warehouses

### PORTLAND, MAINE

TO TO THE

Galt Block Warehouse Company Portland, Maine

Storage, General Merchandise, Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine J. S. SAWTELLE, Manager 

### BALTIMORE, MD. [

THOS. H. VICKERY, President

### BALTIMORE STORAGE CO.

1710-20 Edmondson Avenue Charles and 26th Sts. Bruce St. and Summit Place

Member { N. Y. F. W. A. Balt. F. W. A.

Operates 3 Warehouses.

#### BALTIMORE, MD. [

Low Insurance Rates

### Merchandise Warehousing



### Distribution

Complete modern Warehouse Service to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

### CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St. "We Give Service, Don't Promise It."

#### BALTIMORE, MD. F

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St. Est. 1896

### DAVIDSON TRANSFER & STORAGE CO.

"Baltimore's Leading Movers" FURNITURE PACKED, SHIPPED OR STORED. BALTIMORE, MD. [

### **FIDELITY**

STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively Your Clients Efficiently Served All Collections Promptly Remitted

Members Baltimore Furniture Warehousemen's Association, National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD. [

There Is Profit and Service in



### Long Distance Removals

Specializing in long distance moving, we cover the principal cities throughout the Eastern section of the United States with regularity. Our experience and facilities will solve your long distance problems.

In addition you will find our service profitable to you and satisfactory to your customers.

Loads or part loads of household goods, office equipment or merchandise to or from Balti-more, Washington, Richmond, Pittsburgh, Cleveland, Youngstown, Buffalo, Philadelphia, Trenton, New York, Albany, Bridgeport, Hart-ford, Springfield, New London, Providence and Boston or en route.

Utmost care used with special compartments for breakable or fragile articles. Write or phone me when you want quick service. Get particulars of how we make it profitable for you to use our service.

### NORMAN GEIPE

Home Office 1202-4 Edmondson Ave.

Day and night phone and telegraph service—Gilmor 2132—3

New York Office-1247 E. 87th St., Brooklyn Call Day or Night SKIDMORE 1822

BALTIMORE, MD.

Established 1879

### MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

Furniture Storage — Packing — Moving Carpet Cleaning

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD. [

### McCormick Warehouse Company

McCormick Building

Private Railroad Siding General Storage

All Railroad Connections Pool Car Distribution

Connections with M. & M. T. Co. on New England C. L. Movement

BALTIMORE, MD. [

### Security Storage & Trust Company

Resources Over One Million Dollars 15 W. North Avenue

FIREPROOF WAREHOUSES MOTOR EOUIPMENT EFFICIENT SERVICE TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association National Furniture Warehousemen's Association

ARLINGTON, MASS.

#### ARLINGTON STORAGE WAREHOUSE 20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sec- Separate Locked Rooms for Fur-

Household Goods Exclusively

Modern Heated Piano Room

First-Class Auto-Truck Service Packing and Shipping Anywhere Consignments Solicited

BOSTON, MASS,

### For Service in Boston It's Commonwealth

Where Rail Meets Sail



Cold storage for all classes of perishable merchandise. Directly connected side track on New York, New Haven & Hartford.

General storage space for all classes of merchandise. Perfect local distribution facilities.

COMMONWEALTH ICE AND COLD STORAGE CO. 220 Northern Avenue, Boston, Mass.

BOSTON, MASS.

Francis E. Buckley, Mgr.

Est. 1880

### Dorchester Fireproof Storage Warehouse

Moving—Packing—Shipping

We operate a fleet of modern enclosed padded vans.

Our complete service covers Boston and all suburbs.

Office and Warehouse: 690 Dudley St., Boston





BOSTON, MASS.



FURNITURE AND PIANO MOVERS

# HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office

46 Bromfield St.

Boston

587 Columbia Road

Dorchester Office:

Dorchester, Mass.

76 Broadway

Packing Department:

South Boston

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE

POOL CAR DISTRIBUTION

LeBaron R. Yetten

232 State St.

BOSTON, MASS. [

# Northern Avenue Stores & Dock Corporation

**New Haven Terminal Stores** 

308-316 Congress Street

Boston, Mass.

Direct Track Connection
New York, New Haven & Hartford Railroad

Free and Bonded Storage of General Merchandise

Wool Consignments Especially Solicited

FORT HILL STORAGE WAREHOUSE

78-84 Purchase Street

415-429 Atlantic Avenue

General Merchandise

Particularly desirable for Canned Goods or any Merchandise requiring a non-freezing tempera-

Let us submit rates. Store with us and get



WILLIAM B. HARPER

General Manager

BOSTON, MASS. BRIGHTON, MASS.



Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

BOSTON, MASS.

Terminal Wharf & Railroad Warehouse Co.

50 Terminal St.

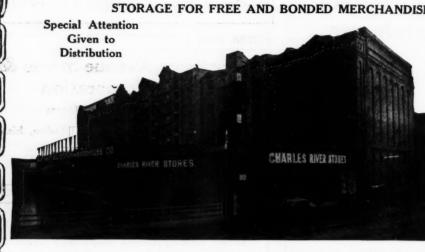
Boston (29)

Mass.

STORAGE

N. Y., N. H. & H. RR. E. Street Stores South Boston BOSTON, MASS.





Charles River Stores, 4,776,-000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R.R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,-430,000 cu. ft. Fireproof construction — Lowest Insurance Rates. Direct track connection with the Boston & Albany B.R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,-000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R.R.

Summer Street Stores, 2,-000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R.R.

GEORGE S. LOVEJOY, Manager, General Storage Department Main Office: 178 Atlantic Ave., Boston, Mass.

Member American Chain of Warehouses, Inc.
New York Office: 415 Greenwich St. Chicago Office: 203 S. Dearborn St.

CAMBRIDGE, MASS.



shipping goods by rail, consign to our care via Boston and Albany R. R., East digs Station. Cor lots will be placed at our door on our own private siding. METROPOLITAN STORAGE WAREHOUSE CO. 134 Massachusetts Avenue. Cambridge. Mass. WARREN B. HIBBERT, Managor

SPRINGFIELD, MASS. [

BILL KNEELAND, President J. Curtis, Treasurer and Me Daniel J.

### FURNITURE and MERCHANDISE STORAGE and DISTRIBUTION

POOL CARS HANDLED
Fireproof Construction. Low Insurance Rate.
CENTRAL STORAGE WAREHOUSE, INC.

270 Liberty Street Members: A. W. A. and N. F. W. A.

SPRINGFIELD, MASS.

### BILL KNEELAND'S MOTOR EXPRESS STORAGE WAREHOUSE

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St. Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St. POOL CAR DISTRIBUTION

WORGESTER, MASS. J. W. MacGregor

George A. Bowker

### GEORGE A. BOWKER, Inc.

Distributors of General Merchandise Carload and Pool Lots a Specialty

B. & M. R.R. SIDING NEW BUILDING 111-113 Thomas Street

122-124 Central Street

Reliable Service

The Men Who Distribute

### Fairy Soap

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

### HOLYOKE, MASS. [

### Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq.ft. N.Y.N.H.& H.and B.& M.Sidings

#### NORTHAMPTON, MASS.

### GLEASON BROTHERS P. P. Gleason

Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.
Office 7 Pearl St.—Tel. 413-W
Member National Furniture Warehousemen's Assn.
Northampton Baggage Transfer
Boston & Maine R. R.—N. Y., N. H. & H. R. R.

WORCESTER, MASS.

# Bowler Storage & Sales Co.

Main Office 81 LafayetteSt Telephone Park 194 Worcester Mass. -

A Warehouse That Does Your Business the Way You Want It Done

In fact every intelligent service that could be expected of a personally operated warehouse is performed with strictest attention to all the details of each transaction.

Serve your New England customers through our warehouses at

Worcester, Massachusetts Logical point of distribution for New England



DETROIT, MICH.

Your Big Desire Fulfilled— The House of Personal Service



DETROIT MICHIGAN'S LARGEST FIREPROOF STORAGE WAREHOUSE

AUTOMOBILES FURNITURE

A Safe Depository for HOUSEHOLD EFFECTS MERCHANDISE MUSICAL INSTRUMENTS

MUSICAL IN Cold Storage Vaults for Furs, Etc. Rug and Textile Vaults Rug and Upholstering Clean-ing Furniture Repairing Safety Deposit Vaults Crating and Packing

Export Boxing
Reshipping and Distribution
Trunk Vaults and Picture
Gallery
The Finest Moving Equipment in the Middle West
Rigging and Erecting

We remit on receipt of Documents and Goods

WORCESTER, MASS.

### NORTHEASTERN STORAGE & DISTRIBUTING CO.

Storage and Distribution of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

School Street Storage Warehouse Co.

44-52 School St. FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods General Merchandise Distribution; Pool Car Shipment MEMBERS A. W. A. AND N. F. W. A.

BAY CITY, MICH. |

### The Riverside Truck & Storage Co.

Storage Household Goods and Merchandise Pool Car Distribution 25000 ft. Floor Space. Private Siding Office and Warehouse 2nd and Adams Sts., Bay City, Mich.

The Men Who Distribute

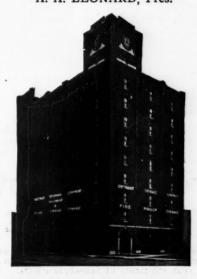
### Minute Tapioca

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

DETROIT, MICH. [

### Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING Corner East Grand Boulevard and Beaubien St., DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

### GREAT CENTRAL WAREHOUSE CO.

TRAL WAREHOUSE CO.

1321—12th Street

MERCHANDISE WAREHOUSING

Private siding Michigan Central R.B., daily 40 car capacity

Consteous, Prompt and Efficient Service

Pool car distribution Detroit and vicinity

Our location in heart of Detroit's west side activities—1/2 mile from all freight depots and boats, center of all wholesale and jobbing district.

GREAT CENTRAL BUILDS YOUR BUSINESS

DETROIT, MICH. I

### JOHN F. IVORY, Inc.

Office 6439 Hamilton Ave.

Moving Engineers

Moving Packing

Shipping Storage

Warehouse 1338 to 1348 Lafayette Boulevard Phones: Northway 2714-2982

DETROIT, MICH.

#### MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

5620 Federal Ave.

Detroit, Mich.

DETROIT, MICH.

### METROPOLITAN MOVING CO.

Moving, Storage, Packing, Shipping WE MOVE BY VAN WITHIN 1000 MILES EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A. J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit DETROIT, MICH. (

### The Michigan Terminal Warehouse Co.

See our advertisement on front inside cover, page 2.

DETROIT, MICH.

CONSIGN CRATED SHIPMENTS

TO THE ROBINSON STORAGE COMPANY 434 E. Willis Avenue Detroit, Michigan
Via MC. Wabash or NYO Russell St. Dely, or GT Trombly St. Dely.

MOVING Long Distance



STORAGE A Specialty SHIPPING

If the City to which you are shipping is not represented in this list. choose the nearest as the geographical arrangement will help you.

DETROIT, MICH.



American Warehousemen's Association National Furniture Warehousemen's Association

J. D. DUNN

R. CROUL DICKINSON

C. H. BREAULT

### STORAGE—REMOVALS—PACKING—SHIPPING "SERVICE WITH SECURIT

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.

DETROIT, MICHIGAN

DETROIT, MICH.

### WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE

TERMINAL RAILROAD

Storage

Moving

**Packing** 

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

FLINT, MICH.

### FLINT FIREPROOF STORAGE CO.

615 EAST SIXTH AVE.

HOUSEHOLD GOODS STORAGE COMMERCIAL STORAGE

PERE-MARQUETTE & GRAND TRUNK R. R.

GRAND RAPIDS, MICH. [

### Largest Commercial Warehouse in Western Michigan

Located within four block's of all principal freight depots

Instant Service. Merchandise Warehouse only. Only warehouse in Grand Rapids operating our own transfer business in addition to the warehouse. We operate 36 horse drawn vehicles and 12 motor trucks. Shipments made same day orders are received. Pool Car Distribution. Private R. R. Siding. Free Switching. Michigan Central R. R.

COLUMBIAN STORAGE & TRANSFER CO. GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

### Elston Packing & Storage Company

Wealthy Street and Charles Avenue, Grand Rapids, Mich. Fireproof and Non-Fireproof Warehouses 100,000 Square Feet

Storage Moving Packing Shipping
M. C. RR.—N. Y. C. RR.—G. T. RR.—Penn, RR.—C. L. P. RR.—Mich,
Elec. RR.

GRAND RAPIDS, MICH.

# Most Up-to-Date Warehouse in Michigan

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling

### General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued,
Pool Car Distribution.

Furniture Manufacturers Warehouse Co. 505-511 Fulton Street, West Grand Rapids, Mich.

GRAND RAPIDS, MICH.

E. R. McCov. Gen. Mgr.

### Kent Storage Company

General Merchandise Cold Storage

warding

Storage—Reforwarding— Distributing

Members—American Chain of Warehouses American Warehousemen's Assn. Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.



### The Biggest Element in the Distribution of Manufactured Goods

This is the classification of experts who know the place of warehousing in the distribution of merchandise

In Grand Rapids there are twelve RICHARDS Warehouses, completely equipped and carefully classified for the storage of practically every known commodity.

For spot stocks in the Michigan territory you will find them as efficient as you would your own branch.

### RICHARDS STORAGE COMPANY

Michigan, Ottawa and Ionia Avenues Grand Rapids, Michigan

GRAND RAPIDS, MICH.

### Western Michigan Transfer & Storage Co.

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

JACKSON, MICH. [

### Burnett Storage & Trucking Co.

Jackson, Mich.

Distribution of Merchandise Pool Cars. Free Switching. Private Siding N. Y. C. & M. C. R. R. Two Warehouses-519 South Park Ave., 558 Liberty St.

Storage

General Trucking

### KALAMAZOO, MICH. [

THE LARGEST MERCHANDISE WAREHOUSE IN SOUTHWESTERN MICHIGAN Private Siding. Free Switching Service. Moving—Packing—Storage

### NATIONAL STORAGE COMPANY

Fireproof Warehouse 301-311 EAST WATER ST. K

KALAMAZOO, MICH.

#### LANSING, MICH.

"Center of Michigan"

### Fireproof Storage & Transfer Co.

SERVICE-SAFETY-SATISFACTION-GUARANTEED

MOVE—PACK—CRATE—TRANSFER FIREPROOF WAREHOUSE—PRIVATE SIDING POOL CAR DISTRIBUTION

#### LANSING, MICH.

### LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

### RUG-TRUNK-SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.

#### SAGINAW, MICH. [

### CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM Private Sidings M. C. R. R. Office SAGINAW, MICH. N. Michigan Ave.

### **DULUTH, MINN**

### HART TRANSFER & STORAGE CO.

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling. Private locked rooms. Heated piano and painting rooms. Advance charges remitted instantly. Packing. Storage, Shipping. Largest Padded Vans in the city. Private switch. No switching charges.

POOL CARS DISTRIBUTED

17 North Fifth Ave., West Duluth, Minn.

#### DULUTH, MINN. |

Established 1892

Thirty-Two Years of Experience

# DULUTH VAN & STORAGE CO. 18 Fourth Avenue, West Modern Storage Facilities for Household Goods & Merchandise

POOL CAR DISTRIBUTORS
Located on Terminal Tracks—No Switching Charge

### DULUTH, MINN.

### SECURITY STORAGE & VAN CO., 14 EAST MICHIGAN ST.

STORAGE AND TRANSFER OF HOUSEHOLD GOODS AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

### DULUTH, MINN. [



### **DULUTH—Ranks Second to** New York in **Water-Freight Movement**

She is the literal water-gateway to and from the Great Northwest and your natural distributing point for this rich, western territory.

Ten Northwestern Railway Systems practically radiate from our Terminal. Free deliveries to our docks from all Boat Lines and on all freight routed "Lake and Rail." We

fer orage Concentrating Cold Storage istribution Forwarding Financing Wholesaling, Manufacturing and "Branch Office" space. Fireproof Concrete Warehouse and a 10c Insurance Rate. 350,000 sq. ft. General Storage—1,000,000 cu. ft. Cold Storage Distribution

Storage.

"Trap-Car" Service—Less Cartage—No Demurrage.

Strategic location—Expert Service—Courteous Coopera-

tion.

We'd like to send full information, rates and literature regarding this trade territory and our service. We can help you.

McDOUGALL TERMINAL WAREHOUSE CO., DULUTH G. R. STEVENSON, Manager Storage Dept.

### MINNEAPOLIS, MINN.

THE

REASON WHY

### When you think of Minneapolis, think of

BOYD Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and

compartments. Freight House for Pool Car Distribution and Merchandise Storage-Trackage for

20 cars.
Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul.
Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A. Net Resources over \$475,000.00. Thirty-five Years' Experience.

The Boyd Transfer & Storage Co. "Specializing in the Care of Household Goods"

#### MINNEAPOLIS, MINN.



### TRANSFER & STORAGE CO. 734-758 Fourth Street North

Distributing and Warehousing Merchandise and Household Goods

Conveniently located in business district. Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service Local and Long Distance Hauling

### MINNEAPOLIS, MINN. 1

### KEDNEY WAREHOUSE CO.

Merchandise Houses 8-22 Hennepin Ave., on C. G. W. Trap Car and Motor Truck Service

Household Goods Houses 101 Third Ave. So. on Belt Line Tracks - Moving - Shipping Packing

Members-A. W. A. c. w. c. Minn. W. A.

### MINNEAPOLIS, MINN.

### MURPHY

Transfer & Storage Co. 900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

#### MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



### ROCHESTER, MINN.

Carey's Transfer & Storage

Expert Care of H. H. Goods
Long Distance Moving—Packing and Shipping
Rates to Pacific Coast

CAREY'S TRANSFER & STORAGE Sixth St. and Ninth Ave. Northeast Member Minnesota Warehousemen's Association and American Chain of Shippers, Inc.

### ST. CLOUD, MINN.

### LANDWEHR TRANSFER & STORAGE

200 Sixth Avenue, North

Moving—Packing—Storing—Shipping
Plano Moving a Specialty
No Long Distance Hauling
Local Master Service
Household Goods and Merchandise Storage Established 1898

### MINNEAPOLIS, MINN.



### Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome. N. F. W. A. Members: A. W. A.

### SKELLET COMPANY

Main Office 201 South Fifth Street Minneapolis, Minn. We operate Ballard Company in St. Paul

#### ST. CLOUD, MINN. [

Freight Hauling Expressing

Meving

Packing " SERVICE " Merchandise Warehousing and Distribution Household Goods Storage

### Maiers Transfer & Storage Co.

512 North 1st St.

Long distance hauling

Motor Service

St. Cloud, Minn.

#### ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of HOUSEHOLD GOODS

#### ST. PAUL MINN.

e, 331 Wabasha Street, Corner Fourth St. Cars Distributed, Three Track Warehouses, Merchandise and Household Goods

Central Club

ST. PAUL, MINN.



### CENTRAL WAREHOUSE COMPANY

MERCHANDISE STORAGE and DISTRIBUTION
Saint Paul Midway Minneapolis

Where One Stock Serves the Twin Cities and Northwest At the Junction of Nine Railroads L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground
Six Miles of Trackage

Served by Our Own Electric Locomotives

Motor Trucks for Local Deliveries Your Patrons in the Northwest

Desire Quick Service

Let Us Help You Give It to Them MERCHANDISE BONDED and COLD STORAGE INDUSTRIAL SITES

Shipping Station Minnesota Transfer, Minn.



Members A. W. A., C. W. C., M. W. A.

Represented by DISTRIBUTION SERVICE, INC. 300 BROAD ST. 427 W. ERIZ ST. 623 THIRD ST. CHEROLOGY SAN FRANCISCO.

ST. PAUL, MINN. |

### Kedney Warehouse Co.

9th & Broadway-on G. N. & Burlington

### Merchandise Storage and Distribution

Moving, Packing and Shipping Household Goods

Members A. W. A., C. W. C., Minn. W. A.

JACKSON, MISS. [

### RICKS

Storage & Distributing Company BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods Storage and Distributing

> Modern Brick Buildings Private Siding I. C. R. R. Motor Truck Service

Members:

American Warehousemen's Ass'n National Furniture Warehousemen's Ass'n ST. PAUL, MINN.

### ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

Merchandise Storage and Distribution

ST. PAUL

JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise Fireproof warehouses—Motor van service On railroad siding—Lowest Insurance rates

PACKING-STORAGE-SHIPPING

KANSAS CITY, MO.

### A-B-C Fireproof Warehouse Co. Four Fireproof Warehouses

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned to our care will be handled with extreme promptness and care. Your interests always safeguarded.

A-B-C and Kansas City are synonymous Think of either and you think of the other

KANSAS CITY, MO.

Location Plus Service Builds Business for You

Central Storage Co.

45 Years of Distribution Service 1422 ST. LOUIS AVE.

ENTRAL INDUSTRIAL DISTRICT
KANSAS CITY.
OVER-NIGHT SHIPPING SERVICE

The Men Who Distribute

### Mentholatum

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

KANSAS CITY, MO. [

Bonded with State of Missouri for \$25,000.00 New York Office

Montul Warehouse Service, Inc.
296 Broadway



### **Bankers** Warehouse Corporation

6300 St. John Ave.

Kansas City, Mo.

General Warehousing Storage Forwarding and Distributing Absolutely Fireproof

Shipments Made Same Day Orders Are Received. Pool Cars Handled Promptly and Efficiently.

VIEW OF TYPICAL FLOOR

Insurance Rate 15c

474 ft. of K. C. Terminal Track No. 4354. Serving all lines in and out. Express and Post Office next door. 800 ft. from Terminal Railroad Station.

> Our Neighbors

Electric Storage Batteries Co. (Exide Batteries)
Montgomery Ward & Co.
National Cloak & Suit Co.
Sears, Roebuck & Co.'s new building
K. C. Bolt & Nut Co. (Steel Plant)
Ford Motor Co.
Butler Mig. Co. (Galvanized Iron Products)
Goldberg Structural Steel Co.
Weber Gas Engine Co.
Gateway Forest Products Co.
Witte Engine Works
Seawitz Stora & Mig. Co. Security Stove & Mfg. Co.



there are any favors can do for you here say

VIEW SHOWING LOADING DOCK

#### KANSAS CITY, MO.

Every facility for the distribution of pool car merchandise, insuring a service only comparable with the best to be had.

1900 Central St. Kansas City Missouri

L. J. KISSICK President

J. H. KISSICK



KANSAS CITY, MO. [

### Serve the Southwest with United Service

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

UNITED WAREHOUSE CO. Capital \$100,000,00

Kansas City, Mo. 2114 Central St.



Wichita, Kansas 815 E. 2nd

KANSAS CITY, MO.

### To Men Who Distribute

We can satisfy YOU too!

Excerpt from letter of Traffic Manager of one of the largest industries in the country:

"Desire to express our appreciation for the very satisfactory manner in which our storage was handled this year.

Write

### RADIAL WAREHOUSE COMPANY KANSAS CITY, MISSOURI

In June issue of Distribution & Warehousing appears a detailed story of our plant and its new equipment.

ST. LOUIS, MO.

### ARROW

Fireproof Storage & Moving Co., Inc. 4116 N. UNION BLVD.

> CONCRETE CONSTRUCTION FIREPROOF WAREHOUSE FOR FURNITURE

Merchandise Storage and Distribution Bonded Warehouse On Terminal Switch For Car Lots

ST. LOUIS, MO.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

ST. LOUIS, MO.

### BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5200 Delmar Ave. ST. LOUIS

Expert Movers and Forwarders of HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled Your Interests Will Be Safely Guarded

ST. LOUIS, MO. [

# Merchandise Storage

We beg to announce the opening of our new 2-acre warehouse on tracks with modern facilities for handling merchandise storage. Correspondence is invited

General Warehousing Co.

Delmar at Euclid ST. LOUIS, MO.

ST. LOUIS, MO.

### The St. Louis Gateway.

ENNSYLVAN Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.

Pennsylvania Terminal Warehouse Co. of St.Louis, Missouri.

R. F. Abernathy, Resident Mgr.

HASTINGS, NEBR.

### Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE MERCHANDISE

JRE HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding

All Railroad Connections

OMAHA, NEBR. |

### BEKINS OMAHA VAN and STORAGE

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEB. [

### W. C. FERRIN VAN & STORAGE CO.

Storage, Moving, Packing, Shipping Household Goods. Separate Locked Rooms. Railroad Siding.

S. E. Corner 15th St. and Capital Ave.

Omaha

OMAHA, NEB. & COUNCIL BLUFFS, IOWA

> Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

"Gets There Regardless"

### Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks
Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Warehouse
Moving Packing Shipping



Omaha, Nebr. 813 Douglas Street Council Bluffs, Ia. 700 S. Main Street

700 So. Main St.

OMAHA, NEBR. |

#### MERCANTILE

STORAGE & WAREHOUSE COMPANY Merchandise Distribution and Warehousing Write us for rates.

OMAHA

WAREHOUSE

OMAHA, NEBR.

### **GORDON**

### Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER.

American Warehousemen's Association. Central Warehousemen's Club. National Furniture Warehousemen's Association.

OMAHA, NEBR.

### Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

Service That Satisfies Is Our Motto

Members of the Central Warehousemen's Club, American Warehousemen's Ass'n.

OMAHA, NEBR. [

### Terminal Warehouse Company 702-712 S. Tenth Street

CENTRALLY LOCATED
POOL CAR DISTRIBUTION. MERCHANDISE STORAGE AND TRANSFER, IMPLEMENTS STORAGE AND TRANSFER, COMPLETE HOUSEHOLD GOODS SERVICE, WE RECIPROCATE,

ASBURY PARK, N. J.

Reference any bank in our city

### Anderson's Express & Storage Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

ASBURY PARK, N. J. T

### A. G. ROGERS, 904 Sewall Ave.

Fireproof Storage Warehouse

Storage, Parking, or Shipping of Household Goods. Merchandise. Storage and Pool Car Distribution. Long distance hauling. Reference any bank our city.

The Men Who Distribute

### Illinois Seeds

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

ATLANTIC CITY, N. J.

### ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Carolina Avenue Inter-City Auto Service Heavy Hauling



Railroad Siding and Storage Yard

Storage for Goods and Merchandise

Piano Moving

Phone 108

CAMDEN, N. J.

C. S. & E. J. ZEIGLER, Proprietors

### The Park Storage Warehouse Co.

Main Office and Warehouse: HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given

Phones, Rell 1299, Eastern 34651

Storage, Moving, Packing and Shipping AUTO VANS-NO ROAD TOO LONG

Member: N. F. W. A. & N. J. F. W. A.

CAMDEN, N. J.



MANUFACTURERS' DISTRIBUTORS

Direct delivery service throughout Philadelphia and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets CAMDEN, N. J.

EAST ORANGE, N. J.F

Established 1870

#### COYNE STORAGE WAREHOUSES

349 Main St.

36 No. Clinton St. MOVING

STORING

**PACKING** 

Household Goods

Member of N. F. W. A .- N. J. F. W. A.

EAST ORANGE, N. J.

### JACOB DIETRICH

Storage, Moving, Packing and Shipping Oranges and Maplewood-Padded Motor Vans My satisfied customers cover a period of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

Member

N. F. W. A.

and N. J. F. W. A.

EAST ORANGE N. J. Established 1887 R. T. BLAUVELT, President

### Lincoln Storage Warehouses

NON-FIREPROOF

MOTOR EQUIPMENT

Members of the American Warehousemen's Association and National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

#### HACKENSACK, N. J. T

### GEO. B. HOLMAN & CO., Inc.

GE - SHIPPING - PACKING HOUSEHOLD GOODS EXCLUSIVELY Most Modern Equipment in North Jersey

Complete Warehouse Service
Motor Vans for Local & Long Distance Hauling
Members N. J. F. W. A. and N. F. W. A.

### JERSEY CITY, N. J.

Members: N. J. F. W. H. A. National F. W. H. A.

### Goodman Warehouse Corporation

830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State. Bayonne Warehouse: -21 W. 20th Street.

#### LONG BRANCH, N. J. [

### James Calkins & Co.

Storage Warehouse

Storage, Packing and Shipping of Household Goods Distribution of General Merchandise Pool Car Distribution Direct R. R. Siding-N. Y. & L. B. R. R.

### MONTCLAIR, N. J.

### THOMAS H. GIBBS

STORAGE, PACKING, SHIPPING of FINE HOUSEHOLD GOODS

ORANGES

Motor Truck Service—Serving CALDWELL BLOOMFIELD

### NEWARK, N. J. [

### Serving the Public for 75 Years

Est. 1850

Moving, Packing, Crating, Shipping, Private R.R. Siding, Pool Car distribution, Open Storage space at moderate rates. JOB DE CAMP, INC.

Executive Office & Warehouse: 194-196 Frelinghuysen Ave., Newark, N. J. Member N. F. W. A.—N. J. F. W. A.

### NEWARK, N. J.

### Lehigh Warehouse & Transportation Co., Inc.

118 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of General Merchandise Lehigh Valley Siding

Motor Trucks for Local and Long Distance Work

Members: American Warehousemen's Ass'n

### NEWARK, N. J.

JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres. JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise

### Knickerbocker Storage Warehouse Company

96 to 106 Arlington Street MOVING, PACKING, DISTRIBUT-ING, SHIPPING MOTOR EOUIPMENT



We Are Centrally Located and Equipped to Handle Your Consignments in a Prompt and Efficient Manner. Our Service Is Real Service

### NEWARK, N. J.

### JOS. J. KROEGER

Tel. Market 7372

Storage-Fireproof or Non-Fireproof Motor Trucks for Long Distance Moving

546-552 Central Ave.

#### NEWARK, N. J.

#### T. L. MORTON, Manager MODEL STORAGE WAREHOUSES

54-56 Belleville Ave.
FIREPROOF STORAGE
EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD
GOODS
YOU KNOW—WE KNOW HOW
New Jersey F. W. A. National F. W. A.
American W. A. Canadian S. W. A.

#### NEWARK, N. J.

New Jersey Warehouse Company, Inc. 237-239 Ridgewood Ave. 322-324 Badger Ave.

> Warehousemen-Riggers-Forwarders Furniture-Merchandise Private Penna. R. R. Siding

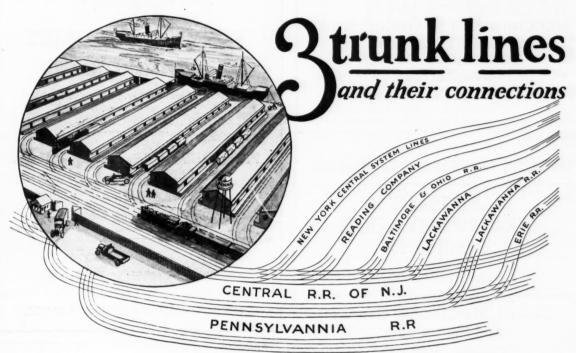
The Men Who Distribute

### Dennison Paper Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

NEWARK, N. J.

### RAILROADS TO EVERYWHERE



LEHIGH R.R.

### CARRY MERCHANDISE FROM

# KENNA

PORT NEWARK, NEW JERSEY, U. S. A.

CHARLES MILBAUER, General Manager

Here at this former United States Army Base freight of any character can be transferred from car or ship to truck, or from boat or truck to car direct, saving time and labor and entailing no charge for cartage or lighterage-speeding transfers and reshipments and facilitating distribution.

Rail facilities are not only exceptional—they are unsurpassed. It will be readily seen that Kenna is the best warehousing and distributing base on the Atlantic seaboard. Its proximity to the great metropolitan district with its 6,000,000 people makes deliveries by motor truck to Manhattan possible in from one-half hour to an hour.

Booklet and Maps on Request.

KENNA TERMINAL P. O. Box 504, Newark, N. J.

NEWARK-HARRISON, N. J.

### Security Storage Warehouses

412-20 Harrison Ave.

MERCHANDISE WAREHOUSING
AND DISTRIBUTION
HOUSEHOLD GOODS
WAREHOUSE

Members A. W. A. and N. F. W. A.

NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

### PASSAIC TRANSPORTATION COMPANY

offices 57 Freeman Street, Newark, N. J.

General Merchandise Storage and Forwarding

Capacity, 1000 Cars

Fireproof Brick and Concrete Buildings

Railroad Sidings CENTRAL RAILROAD OF N. J.

Dock Facilities
PASSAIC RIVER

Warehouse Receipts Issued City Deliveries.

Long and Short Distance Hauls

Low Insurance Rates on Application

Regular Deliveries of Merchandise between New York, Newark and Phila. TRENTON, N. J.

### Anchor Warehouse Co.

Trenton, N. J.

# COMMERCIAL STORAGE and DISTRIBUTION

Trenton is an ideal car break point for the Metropolitan district

Private Railroad Siding, Penna. R.R. and Phila.-Reading R.R.

We store, reship and deliver all classes of merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

TRENTON, N. J.

### Jefferson Safety Storage Warehouse Co.

TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.; adequate space; fully protected by sprinkler system; city and suburban deliveries.

MAY WE SERVE YOU?

PATERSON, N. J.

### The Safety Storage Co.



Two Modern Fireproof Warehouses for Storage of Household Goods and Merchandise

Carload Distribution

MOVING

PACKING

SHIPPING

MOTOR TRUCK SERVICE

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J. Telephone 2288 Paterson TRENTON, N. J.

# Petry Express & Storage Co.

STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE

Carloads Distributed, Manufacturers' Distributors.
Members—A. W. A.—N. F. W. A.

#### ALBANY, N. Y.

perm

Albany Terminal & Security Warehouse Co., Inc.

Office, 1 Dean Street

Storage, Transferring and Forwarding Direct Track Facilities Pool Car Distribution

Our warehouse was built for and always used for warehouse purposes. Direct track connections with all RRs.

Member American Chain Warehouses

ALBANY, N. Y.

Established over 60 years

TRUCKING FORWARDING

FRASER & KELLY TRANSFERRING 594 Broadway
Opposite Union RR. Station NO STORAGE

22222

Best Daily Delivery Service in Albany

AUBURN, N. Y.

JAMES A. WILSON, Pres.

W. M. Granger, Sec. Treas.

### AUBURN DRAYING COMPANY

(Incorporated)

Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods. Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

BINGHAMTON, N. Y.

### JOHN B. SOUTHEE, Inc.

Moving — Trucking — Storage Long Distance Moving Member of Chamber Commerce N.F.W.A.

Phone-1366

Office: 178 State Street

#### BROOKLYN, N. Y.

### We Specialize on Shipments from Correspondents

Call on us at any time for any class of work. We can handle collections for you carefully and quickly. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. We render our many clients a special service. Our fleet of electric and gasoline vans insures you de-liveries immediate and safe. If you need any special service call on us.

EAGLE WAREHOUSE and STORAGE COMPANY 28 to 44 Fulton St., Brooklyn, N. Y.

The Men Who Distribute

### McDougall Kitchen Cabinets

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

BROOKLYN, N. Y.

We Give the "Service" You Expect

### L. FINK & SON

### **Aetna Storage Warehouses**

608-610 Kosciusko Street, Brooklyn, N. Y.

PACKERS AND SHIPPERS of Fine China, Bric-a-Brac, Wedding Gifts, Furniture. Pianos, etc.

STORAGE-Household Goods Stored in Separate Rooms.

HOUSEHOLD REMOVALS-Packard Autos. Local and Long Distance.

SHIPMENTS--Mark Bills of Lading-Eastern District Terminal for Delivery to any point in Brooklyn. Collections and Prompt Remittances.

Member of National Furniture Warehousemen's Association Member of N. Y. Furniture Warehousemen's Association Member of Van Owners' Association of Greater New York

### BROOKLYN, N. Y. [

15 Years with Pioneer Warehouses

### Franklin Fireproof Warehouses, Inc.

73 Rockwell Place Brooklyn

Member N. Y. F. W. A.

B. F. LENIHAN, President

J. J. MULDOON, Treasurer

### BROOKLYN, N. Y.

Established 1890

### When Shipping Your Household

To or From Brooklyn Have It Done Right—And Right Means By

### HARRAGAN'

Storage Warehouses, Inc.

Storing—Packing—Moving—Shipping 244-246 Havemeyer Street Brooklyn, N. Y.

Mark Goods in Our Care, Eastern Dis-

trict Terminal, Brooklyn POOL CARS DISTRIBUTED

BROOKLYN, N. Y.



The New Addition to our Warehouses—contains every latest improvement for the care and security of Household Effects. Our Warehouse contains Safe Deposit and Silver Vaults, Cold Storage for Carpets and Furs; Steel Removable Van Bodies for the Storage of Furniture and for house to house removals; Lift Vans for city to city Re-Absolutely

movals and the lowest Fire Insurance Rate in New York City. To save delay for consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn," This is the center of Greater New York—no delay due to connections. congestion. Absolutely Fireproof

Long Island Storage Warehouses Nostrand and Gates Avenues

BRANCH WAREHOUSES
venue 781-789 Kent Avenue 881-891 Park Avenue

BROOKLYN, N. Y.

### **SUNLIGHT**

Storage Warehouse Company, Inc.

Warehouse: Bedford Ave. at Carroll St.

Office: 1620 Bedford Avenue

Telephone Prospect 2600

Send your Brooklyn shipments in our care. Prompt, courteous and careful service. Specializing in inter-city shipments of household goods.

BUFFALO, N. Y.

### BUFFALO

STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND FORWARDING

Warehouse on New York Central Tracks

BUFFALO, N. Y.

SPRING STORAGE CO., Inc. COLD

JOSEPH W. POWELL, PRES. 1440 MAIN ST.

FIREPROOF and NON-FIREPROOF WAREHOUSES

MEMBER A.W.A.-N.F.W.A.

BROOKLYN, N. Y.

Established 1889

### "Charley" Strang's Montauk Storage Company

187-199 So. PORTLAND AVE. 178-180 So. PORTLAND AVE. Fireproof Branch: 356-360 Coney Island Ave.

Consign your shipments in our care for Brooklyn. Long Island and all Suburban Points.

Storage, Moving, Packing and Shipping of Household Goods

BUFFALO, N. Y.

Fred F. Dye Fireproof Warehouse, Inc. 1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF MOVING-PACKING-STORING-SHIPPING HOUSEHOLD GOODS EXCLUSIVELY

BUFFALO, N. Y.

### O. I. GLENN & SON

Everything in the Line of Moving, Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

**BUFFALO, N. Y.** 

-AND DETROIT

WAREHOUSES, INC., 93 FRONT AVE. STORAGE FOR HOUSEHOLD EFFECTS

BUFFALO, N. Y.

### Monarch Storage & Warehouse Co., Inc. "SERVICE"

In distribution of goods for National Merchandisers. 286-308 Elm St., Buffalo, N. Y.

BROOKLYN, N. Y.

### William H. Strang Warehouses

900-910 ATLANTIC AVENUE 1287-1295 ATLANTIC AVENUE

Packing, Shipping, Moving and Storage of Household Goods

N. Y. F. W. A.

### RUFFALO, N. Y.

### OUEEN CITY WAREHOUSE CORP.

940 SENECA ST.

Terminal Warehouse

Private Railroad Siding All Railroad Connections
General Storage Pool Car Distribution

Large Team Truck Facilities for Carload Traffic Rates on application

ELMIRA, N. Y.

### WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier. Low insurance.

Reference: Second National Bank, Chemung Canal Trust Co. and many mercantile houses.

### **IOSEPH BIMBERG SONS**

Elmira, N. Y.

Reference R. G. Dun or any bank in our city.

F----ELMIRA, N. Y. TESTESTESTES

### The Hub

New York and Pennsylvania Distribution

-Lackawanna-Pennsylvania-Lehigh Valley Pool-Car Distribution, Storage and Re-Shipping Sprinkled-Warehouses Low Insurance



A. C. RICE STORAGE CORP'N 607-615 Railroad Ave., Erie Siding ELMIRA, N. Y.

Member

American Chain of Warehouses, Inc.

New York Office: 415 Greenwich St.

Chicago Office: 203 S. Dearborn St.

ELMIRA, N. Y.

### Southern Tier Storage & Sales Co.

700 Madison Ave.

Sprinklered Phone 3583-J

Low Insurance Rate

Pool-Car Distribution, General Merchandise Storage. Household Goods. Storage of Automobiles.

Direct D. L. & W., Erie, L. V. and Penn. R. R. Siding. Reference { Chemung Canal Trust Co. Merchants National Bank

Member of the New York State Warehousemen's Association American Warehousemen's Association

FLUSHING, N. Y. Tel. Flushing 1815

William J. Halleran, Pres.

### Blackham Storage & Trucking Co. INC.

We do a general storage, moving, carting and packing business covering Flushing and Long Island. Try our service, you'll like it.

OFFICE:43-45 BROADWAY, FLUSHING, NEW YORK

### FOREST HILLS, L. I., N. Y.

### Forest Hills Fireproof Storage Austin & Herrick St.



Storage and Shipping of Household Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jamaica.

Member N. F. W. A.

### JAMAICA, L. I., N. Y.

Send Your Long Island Shipments

### Jamaica Storage Warehouse

166-07 Jamaica Ave.

WRAPPING PACKING CRATING SHIPPING

We make specialty of crating and shipping of high grade furniture and objects of art

Adjacent to Largest Railroad Terminal on Long Island

WE RENDER PROMPT SERVICE

Members: N. F. W. A. N. Y. F. W. A.

#### JAMESTOWN, N. Y.

### Consolidated Trucking & Storage Co.

213 East 2nd St.

Packing, Crating, Shipping and Storage of Household Goods

Pool Car Distribution, Motor Trucks.

### NEW ROCHELLE, N. Y.

Moving, Packing

Storing, Shipping

#### O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale, Hartsdale, Send B/L to us at New Rochelle, Member N. Y. F. W. A. and N. F. W. A.

NEW YORK, N. Y. J

# **Broadway Storage**

THOMAS REILLY, Prop.

130th & BROADWAY

**Household Goods** Stored, Shipped, Moved and Packed

Member N. Y. F. W. A. and N. F. W. A.



### NEW YORK, N. Y.

#### CONSIGN

Your Harlem and Washington Heights Shipments to us.

Efficient Service Prompt Attention Motor Equipment



1928 Amsterdam Ave., Cor. 155th

Moving — Packing — Shipping — Silver Vaults

### ABSOLUTELY FIREPROOF Route to All Harlem Stations

MEMBERS:

National Furniture Warehousemen's Assn.
New York Furniture Warehousemen's Assn.
Van Owners' Assn., Greater New York.

516 West 181st St.



District from 135th St. to Yonkers, East and West Side.

DEAD STORAGE FOR AUTOS

#### NEW YORK, N. Y. |

ESTABLISHED 1881

### **CAMPBELL STORES**

WAREHOUSEMEN AND TRUCKMEN HOBOKEN, NEW JERSEY

Just Across the River From New York City



Sixth Street Warehouse

### Merchandise Storage

BONDED AND FREE
STIPULATED AND NON-STIPULATED
DISTRIBUTION IN NEW YORK CITY

Fifteen Minutes from Chelsea Piers

STORAGE IN TRANSIT UNIFORM RATES
FREE SWITCHING

No Charge for Loading or Unloading Car Lots



Direct Rail and Water Connections

Fourteenth Street Warehouses
Members of { American Warehousemen's Association { Warehousemen's Ass'n of the Port of New York

### NEW YORK, N. Y.

### P. BRADY & SON CO.

DEAD STORAGE OF AUTOMOBILES & MACHINERY

Automobiles Boxed for Export

GENERAL TRUCKING

552-554-556 West 58th Street

New York

Equipped

for prompt service

#### NEW YORK, N. Y.

Members N. F. W. A., N. Y. F. W. A. N. Y. S. W. A

### Carman Fireproof Storage Warehouse, Inc. 465-69 West 150th St.

Storage, Packing, Shipping of Fine Household Goods

Send your East and West Bronx and Washington Heights shipments to us. Prompt service.

### NEW YORK, N. Y.

### Chelsea Fireproof Storage Warehouses, Inc.

Storage, Moving, Packing, Shipping Express and General Trucking

Ship to the Chelsea



Our Harlem Warehouse

### Chelsea Fireproof Storage Warehouses, Inc.

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy. and Treas.

Main Office
426-434 West 26th St.

Harlem Branch
112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association National Furniture Warehousemen's Association The Merchants' Association of New York

### NEW YORK, N. Y.

"SERVICE THAT SATISFIES"



### MODERN FIREPROOF WAREHOUSE

Centrally located we are equipped to handle your Bronx consignments.

g

NEW YORK, N. Y.

### COLUMBIA STORAGE

Premier Service

CHARLES R. SAUL WAREHOUSES



BOXING PACKING SHIPPING Household Goods

Convenient to all RAILROADS and PIERS

Columbus Ave. and 67th St. New York

Momber of
American Warehousemen's Association
National Furniture Warehousemen's Association
New York Furniture Warehousemen's Association
Merchants' Association of New York

NEW YORK, N. Y.

### Dunham & Reid

Ann

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

309-311 East 62nd Street, New York City Members of N. F. W. A., N. Y. F. W. A., V. O A.

NEW YORK, N. Y.

### The Gilbert Storage Co. Inc.

Specialists in Pool Cars Distribution—Warehousing Located on East and West Side — Fireproof Storage

Formerly

Harlem Storage Warehouse Co., Inc.

Main Office: 39 West 66th St.

N. F. W. A., A. W. A., N. Y. F. W. A., N. Y. S. F. W. A.

NEW YORK, N.Y.

### Julius Kindermann & Sons

Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronz

NEW YORK, N. Y.

### UNUSUAL SERVICE Storage—Packing & Shipping



SERVICE and HIGH-PRICED, in our business, are synonymous. Hence our reputation in New York as being a high priced concern. Therefore, if you have any consignments for New York which require service, consider US, as our service will act creditably to your recommendation.

Day & Meyer Murray & Young. Inc. 305 EAST 61st STREET NEW YORK NEW YORK, N. Y.

### Another One of 7

Warehouses Stretching from Manhattan to New Rochelle.

40 years' experience equips us to handle any shipment — large or small — consigned to New York, New Rochelle, Mt. Vernon, Pelham, Larchmont, Mamaroneck, Dunwoodie, Bronxville, Yonkers and Westchester County.



Tremont Ave., cor. 177th St., Bronx

Every Form of Warehouse Service

LEE BROS., Inc.

MEMBER N. F. W. A.

Gen. Offices: 101 East 125th St., New York City

NEW YORK, N. Y.

### We Store! We Distribute! We SELL!

We are interested in acting as Eastern Selling Agents for a few more large concerns.

We have a number of very large clients at present. Our facilities are so extensive that we can easily handle more business with the same efficiency we are now rendering those we serve.

So far we have specialized in proprietary medicines, but are equally equipped to handle anything.

Located in the World famous Bush Terminal in the heart of the shipping center. We provide you with every advantage

We solicit your correspondence.

Complete Warehousing Service from receipt of goods to door-todoor delivery. Highest type fireproof building. Lowest possible insurance rate. R. R. siding in World famous Bush Terminal location. Ocean and inland steamship loading. Special facilities for handling Household Goods

Warehousing.

NEW YORK, N. Y. F



### MORGAN & BROTHER

Storage Warehouses and Motor Vans

G. E. TACKER, Manager

MOVING

STORAGE

PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

Furniture and Works of Art Boxed and Shipped to All Parts of the World

228 - 230 - 232 - 234 - 236 WEST 47th STREET Times Square

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association New York Furniture Warehousemen's Association Van Owners' Association of Greater New York Merchants' Association of New York
The Canadian Storage and Transfermen's Association

### McNALLY BROS., Inc. Bush Terminal, Brooklyn, N. Y. C.

NEW YORK, N. Y.

Quality Service

CHAS. S. MORRIS Pres. and Treas.

LAWRENCE S. MORRIS Sec. and Mgr.



Metropolitan Fireproof Warehouse Corp. Amsterdam Ave. and 83rd St. New York City

N. F. W. A., N. Y. F. W. A., C. W. A., N. Y. S. W. A., V. O. A.

NEW YORK, N.Y.

**NATIONAL FREIGHT** FORWARDING CO.

Ships Consolidated Carloads General Merchandise—Automobiles— Household Goods FROM



National's rate is lower than regular rate RECEIVING STATIONS Pier 61 North River, 144 New York 148-150 W. 90th Street Phone Schuvler 1244

#### NEW YORK, N. Y.

### Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service
Adjacent to all Bronx Terminals. Economic and Satisfactory Service THIRD AVENUE AND 140th STREET

**NEW YORK** STATEN ISLAND N.Y.

C. H. BROWN, Pres.

### STORAGE RICHMOND WAREHOUSES

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

### NEW YORK, N. Y.

#### SUNRISE STORAGE COMPANY, Inc. 456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING OF HOUSEHOLD GOODS

Collections made and promptly remitted

NEW YORK, N. Y.

### A. Santini & Sons, Inc.

439-445 E. 149th St. (near 3rd Avenue) Bronx, New York

Located in the Hub of the Bronx

100 yds NYCRR.



Convenient to all railroad terminals.

About /mile

### Largest Fireproof Warehouse in the Bronx

A Fleet of Fifteen Padded Vans.

Movers and Packers

Storage Forwarders

Low Insurance Rate

THE ORIGINAL SANTINI

Established 1887

NEW YORK, N. Y. A Room for Every Lond of Furniture

The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx
When consigning your goods to the Bronx ship to us.
When consigning your goods to the Bronx ship to us.
Efficient Service Our Motto
Packing—Shipping—Crating
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

### NEW YORK, N. Y.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed Minimum Handling Expense Building Equipped With Automatic Fire Alarm Erie Railroad Siding

New York Office and Warehouse: 28th St. & 11th Ave. Erie R. R. Tracks

Chicago Office and Warehouse: 3615 Iron Street Chicago, Ill.

### NEW YORK, N. Y.

"We Move in Society"

### HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

### NIAGARA FALLS, N. Y.

### WILLIAM YOUNG

TRANSFER AND STORAGE OF HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY "Unexcelled SERVICE"

#### OGDENSBURG, N. Y.

#### DELOR DOE

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

#### ROCHESTER, N. Y.

Arthur S. Blanchard, President

### Blanchard Storage Co., Inc.

HOUSEHOLD GOODS

FIREPROOF AND NON-FIREPROOF WAREHOUSES Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

#### ROCHESTER, N. Y.

#### J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods-General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.



### General Merchandise Storage

DISTRIBUTION AND FORWARDING Insurance Rate 12c.

Service That Brings Results

### B. R. & P. Warehouse, Inc.

E. D. Davis, President Rochester, N. Y.

ROCHESTER, N.Y.

### SAM GOTTRY CARTING CO. Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch
N. Y. C.)
Pool Car Shipments—Motor Truck Equipment for Handling All
Heavy Work
Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Storage of automobiles and general merchandise-N.Y.C. R.R. siding-Pool Car Distribution-Motor Service.

Monroe Warehouse Company, Inc.

Established 1823

1044 University Ave.

ROCHESTER, N. Y.

Members N.F.W.A., A.W.A., N.Y.F.W.A.

ROCHESTER STORAGE WAREHOUSES

Fireproof and Non-Fireproof

Owned and Operated by ROCHESTER CARTING CO. Storage Moving

Shipping Packing

ROCHESTER, N. Y.

### JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

### CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.



DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

SYRACUSE, N.Y.

### King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



### COMMERCIAL and FURNITURE STORAGE PRIVATE RAILROAD SIDINGS

DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERS

American Warehousemen's Association National Furniture Warehousemen's Association

UTICA, N. Y.

### Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchan-dise and Household Goods for 25 years. Every modern facility.

#### UTICA, N. Y.

1925

#### Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage. Insurance rate 12c. Private R. R. Siding-6 Cars. MERCHANDISE-POOL CAR DISTRIBUTION.

#### WATERTOWN, N. 1.1

#### WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

#### WHITE PLAINS, N. Y.

#### CARPENTER STORAGE, INC.

29-31 Brookfield St.

Also serving Tarrytown Scarsdale Hartdale Mamaroneck Portchester Larchmont

One of the most modern and best equipped Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

#### YONKERS, N. Y.

McCann's Storage Warehouse Co. 3 MILL ST.

Fireproof Storage Warehouse
Strictly modern in every respect. The largest and latest in Westchester
County—serving entire county.

#### CHARLOTTE, N. C.

#### Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Servica. Members A. W. A. and N. F. W. A.

#### CHARLOTTE, N. C.

#### Union Storage & Warehouse Co. BONDED

3 Warehouses—2 Fireproof—One Sprinklered

A population of 5,000,000 within 150 mile radius in the geographical and commercial center of the Carolinas.

General Merchandise Storage and Distribution. Household Goods. Storage. Packing. Shipping. Textile Goods. Cotton, etc.

**Private Siding** Insurance Rate 22½ to 78c

The Men Who Distribute

Winchester Arms and Ammunition

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### GREENSBORO, N. C. [

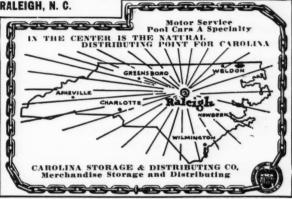


#### Bonded Warehouse Corporation

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.
Private Railroad Sidings. Sprinkler System
Low Insurance Rate.
Pool Cars Handled Quickly MEMBERS: A. W. A.





#### WASHINGTON, N. C.

#### Beaufort County Storage Warehouse Co, Inc.

General Merchandise Storage and Distribution For All of North Carolina and South

Direct A. C. L. siding. W. & V. switching arrangements with Norfolk & Southern

#### WINSTON-SALEM, N. C. [

### LENTZ Transfer Company

Storage Warehouses

Packing, Storing, Shipping of Household Goods General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

#### FARGO, N. D.

#### UNION TRANSFER COMPANY

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space. Merchandise. agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave. AWA-CWC-ACW-Minn, WA

#### GRAND FORKS, N. D.

#### Kedney Warehouse Co. FIREPROOF STORAGE

Merchandise and Household Goods Pool Car Distribution-Moving-Packing

Members-A. W. A. C. W. C. Minn. W. A. AKRON, OHIO

### CITY VIEW

APARTMENT & STORAGE CO.

LARGEST FIREPROOF STORAGE CO.

AKRON

Commercial & Household Goods
LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO.

The W. Lee Cotter Warehouse Company Cor. Mill & College St. | 97 E. South St.

Household Goods, Storage, Moving, Packing Member N. F. W. A. Merchandise Storage Motor Freight Service Member A.W.A., A.C.W.

AKRON, OHIO

The KNICKERBOCKER WAREHOUSE and STORAGE CO.

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE
FIREPROOF WAREHOUSE MOTOR TRUCKING

CANTON, OHIO

Our Experience and Modern Facilities Make Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings

Free Switching

CANTON, OHIO

W. H. Schneider Storage Co. 5th & B. & O. So. West, Canton, Ohio

General Merchandise and Household Goods. Storage. Distributing. Forwarding. Pool Cars. Private Siding B. & O. R. R. We specialize in pool cars. Members A. W. A.

CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

The Men Who Distribute

Root Beer Supplies

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

CINCINNATI, OHIO

### STORAGE

**Warehousing and Distributing** 

CAPACITY OVER 300,000 SQ. FT. Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Officers-Fred Pagels, President; Arthur Pagels, Secretary; R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor Complete Transfer Facilities

Member

of

National Furniture

Warehousemen's

Association

and

Ohio Furniture

Warehousemen's

Association

MAIN CFFICE 937 West 8th St.

Four blocks from any R. R. entering Cincinnati.



CINCINNATI, OHIO

A Good Reputation of Long Standing WAREHOUSE FACILITIES OF THE OFNISYLVANIA SYSTEM

Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good causes for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

#### CINCINNATI, OHIO

#### Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street

Member of American Warehousemen's Assn., American Chain of Warehouses

#### CINCINNATI, OHIO

#### THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)
Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

#### CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

#### Mercantile Storage Only

Pool Cars for Distribution and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding, C. C. C. & St. L. R. R.

#### CLEVELAND, OHIO

#### Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY Cleveland, Ohio

#### CLEVELAND, OHIO

#### Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from depots.

Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE & STORAGE COMPANY

Storage and Warehouse, 633 Huron Road CLEVELAND, OHIO

CLEVELAND, OHIO

## The Knickerbocker Storage Co.

7724 Detroit Ave. Cleveland, Ohio

### HOUSEHOLD STORAGE

Moving

**Packing** 

Shipping

Member American Warehousemen's Assn.

#### CLEVELAND, OHIO

# THE LAKESHORE MOVING & STORAGE CO. 636 East 105th St.



Members
The Ohio Motor Truck Club

CLEVELAND, OHIO

#### Interstate Terminal Warehouses, Inc.

(Formerly the Ninth Street Termina) Warehouse Company)

1200 West Ninth St.

See our advertisement on front inside cover page

LEDERER

SERVICE

TERMINAL

BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

CLEVELAND, OHIO

EVERY service in Storing, Moving, Packing and Shipping under expert supervision. Valuables such as works of art may be entrusted to our care with the assurance of safe delivery or storage. Courtesy with efficiency our motto.

Storing, Moving, Packing, Shipping

The
MEAD REDHEAD COMPANY

1108 East 123 St.

Cleveland, Ohio

CLEVELAND, OHIO

In an outof-town job, you simply cannot risk having things go wrong at destination.





## The LINCOLN STORAGE Co.

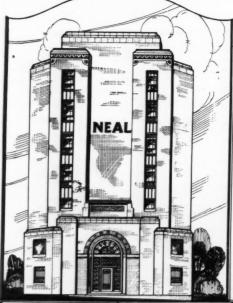
Main Office: 5700 Euclid Ave., Cleveland, O. Depositories at 5660-5704 Euclid Ave. and 11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres. W. R. THOMAS, Vice-Pres. W. H. TURNER, Seey, and Treas.

Car loud shipments to 11201 Cedar Ave., N. Y. C. B-it Line-L. C. L., Penna., Euclid Ave. Sta.—Other R. Rs. to Cleveland, O

Other R. Rs. to Cleveland, O Member: N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO



LAKE ERIE

## NEAL

Offers you City Wide Service in Cleveland.

From our East End Branch to our New West Side-Lakewood Branch stretches approximately 10 miles of Cleveland's residential and business districts.

There is economy in time, as well as the assurance of high grade service, when you entrust your forwarding shipments to our care.



MOVING

SHIPPING

STORAGE

A. W. NEAL, Pres. W. R. KISSICK, Sec'y. C. J. NEAL, Vice-Pres. and Treas.

CLEVELAND, OHIO

## THE SCOTT BROS.

Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

Gleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company

32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

COLUMBUS, OHIO

Consign H. H. G. to

#### EDWARDS at Columbus

Edward's Service guarantees the shipper all that he expects.

PACKING STORAGE
LOCAL and LONG DISTANCE
MOVING

The Edwards Transfer & Storage Company Columbus, Ohio

Members NFWA-OACH-OWO-NTMTOA

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

CLEVELAND, OHIO

99 Out of 100 Say the Same

DU PONT HOUSEHOLD APPLIANCE CO.

HOUSEHOLD SPECIALTIES

SERVICE

854 SOUTH HILL STREET LOS ANGELES, CALIF.

October 6, 1924.

Windermere Storage Co., Cor. Doan & Euclid Sts., East Cleveland, Ohio.

Gentlemen: ATTN. MR. HEIL

This message is a little delayed but I want to take this opportunity of thanking you for the careful attention given my household goods in connection with the shipment of same to me here at Los Angeles.

Everything came through in excellent shape, in fact, I could not even find one scratch on any place of furniture. The storage company who uncrated the shipment stated that in all their experience they had never seen furniture more carefully wrapped and crated.

Service of this kind cannot help but be appreciated and I want to add my appreciate to your long list of satisfied customers.

Very truk yours,

DU PONT HOUSEHOLD AFFILIANCE CO.

By Wall Marie Co.

DM.NS.

We Solicit Your Business on Same Basis

THE WINDERMERE STORAGE CO.
Formerly the Windermere Transfer & Moving Co.

14441 Euclid Ave. 1451-5-9 Hayden Ave.

East Cleveland, Ohio

C. F. W. A.

Members of O. C. H.

N. F. W. A.

COLUMBUS, OHIO

Safety First

The Fireproof

Warehouse & Storage Company

1018-30 North High Street Columbus, Ohio

TRANSFERRING - STORING - PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

THE OHIO WAREHOUSE CO.

544-560 Park St. So., Columbus, Ohio IN THE HEART OF OHIO IN THE HEART OF COLUMBUS General Storage and Distribution

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE

TRANSFER

DISTRIBUTION

#### MANSFIELD, OHIO

The W. Lee Cotter Warehouse Company 40 W. Third St.

Household Goods and Merchandise Storage Fireproof Warehouse Motor Freight Service

Member N. F. W. A., A. W. A., A. C. W.

#### MARION, OHIO

### **MERCHANTS** Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

#### SPRINGFIELD, OHIO



### Springfield, Ohio Shipments!

#### Bill through WAGNER Fireproof Storage and Truck Co.

Siding on Pennsylva-nia Lines. Free Switch-ing Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter - City Transportation.

A warehouse service that embodies every modern facility for the storage and distribu-tion of merchandise.

#### TOLEDO, OHIO

#### The W. Lee Cotter Warehouse Company 201 Cherry St.

Merchandise Storage and Distribution Excellent Service Member A. W. A., A. C. W.

#### TOLEDO, OHIO [



"SHIP TO TOLEDO AND CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long distance furnisture haulist and innerchandise and household goods. Connections with all redireds entering the city. Private side of the connections with all redireds entering the city. Private side of the connections with all redireds entering the city. Private side of the connection with all redirects and connections with all redirects and connections with all redirects and connections.

DEPENTHAL TRUCK & STORAGE CO. (Main Office, 108 Summit Street, Toledo, Ohio

#### TOLEDO, OHIO [

#### THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

#### Household Goods Exclusively

The National Furniture Warehousemen's Ass'n American Warehouse Association

#### TOLEDO, OHIO

#### HOUSEHOLD GOODS EXCLUSIVELY Established 1894

The H. C. Lee & Sons Co. TOLEDO'S LEADING MOVERS STORAGE

MEMBER N. P. W. A. Toledo, Ohio

#### TOLEDO, OHIO

### Let "RATHBUN" Do It THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso

#### YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO. INCORPORATED 1922 CRATING — PACKING — MOVING STORAGE YOUNGSTOWN, OHIO

#### CHICKASHA, OKLA.

#### Rock Island Transfer & Storage Co.

Merchandise Pool Cars Distributed Logical Distributing Point of the South West Territory Chickasha, Okla.

#### MUSKOGEE, OKLA.

#### Muskogee Transfer & Storage Co.

2—Fireproof Warehouses Merchandise and Household Goods Stored-Pool Cars Distributed Railroad Siding.

OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

#### IN OKLAHOMA

We are the leading warehouse specialists and best equipped to serve your needs. Rail facilities for twenty cars, fireproof buildings, motor truck and team service. An organization of experts, 30 years under present management.

LOWEST INSURANCE RATE IN OKLAHOMA

O. K. Transfer & Storage Co.

A. C. WEICKER, President

OKMULGEE, OKLA.

#### HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

#### Joe Hodges Fireproof Warehouse Moving - Packing - Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

TULSA, OKLA.

#### Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O, U. R. & S. S.

PORTLAND, ORE.

Portland, Ore. Seattle, Wn. Vancouver, B. C.

PORTLAND, ORE. General Warehousing

Storage-Distribution



Logical distributing point Pacific Northwest Territory

PORTLAND, ORE.

G. W. CUMMINGS

J. H. CUMMINGS

Northwestern Transfer Co.

Incorporated 1838

STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

#### **Oregon Transfer Company**

Established in 1848

474 Glisan Street

Portland, Oregon

U. S. Bonded and Public Warehouses

Storage, Distribution and Forwarding **Specialists** 

Largest Warehouse and Transfer Organization in Pacific Northwest. We own our buildings and equipment.

ALLENTOWN, PA.

#### C. A. Dorney Storage Warehouse Co. Warehouse-Race & Linden Sts. Office-612 Hamilton St.

General Storage
Household Goods Merchandise
Distribution Forwarding
Direct switch connection Lehigh Valley R. R.
Automatic Sprinkler System

ALLENTOWN, PA.

#### Hummel Warehouse Company 728-40 N. 15th Street

Pool Car Distribution and Forwarding. Transfer. Storage. Railroad Siding. Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA. [

ALLENTOWN, PA.

#### F. G. LAZARUS 20th Century Storage

Moving, Storing, Packing, Crating, Shipping of Household Goods and Merchandise Direct R. R. Siding Lehigh Valley.

CHESTER, PA.

Headley's Express & Storage Co., Inc.

General Storage

Merchandise and Household Goods

Moving, Packing and Shipping

ERIE, PA.

#### ERIE

STORAGE & CARTING COMPANY



ERIE, PA.

#### ERIE WAREHOUSE COMPANY

MERCHANDISE STORAGE DISTRIBUTION

"a complete and efficient service"

PRIVATE TRACKAGE

MOTOR TRUCK FLEET

AREHOUSE

MNSYLVAN

SYSTEM

ERIE, PA.

#### LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for  $800\,\rm carloads$ 

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

### Fort Erie Warehouses & Docks © Erie. Pa.

J. M. Dunkle, Resident Manager

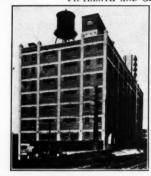
The Men Who Distribute

#### Tidewater Oil

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

ERIE, PA.

UNION STORAGE CO. of ERIE FIFTEENTH AND GERMAN STS., ERIE, PA.



General Storage Cold Storage Distributing Space for Leasing Private Offices

Private Tracks on Main Line of New York Central Railroad

Insurance Rate on Contents 17 cts. per \$100.00 per Year

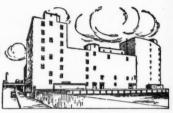
Only Fireproof Warehouse in Erie

U. A. GAMBLE Secy, and Gen. Mgr.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO. P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse Harrisburg, Pa.

Elmer C. Finkenbinder, Resident Manager

HARRISBURG, PA.

#### MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage-Transferring-Forwarding

Direct Track Facilities Pool Car Distribution

Members A.W.A. and American Chain of Warehouses

The Men Who Distribute

#### Mellin's Food

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### JOHNSTOWN, PA.



I. D. REPLOGLE STORAGE CO. 438 HORNER STREET

#### Household Goods and Merchandise Storage

Pool Car Distribution. Private B. and O. R. R. Siding. Complete Warehouse Service.

Members Penn. F.W.A. and N.F.W.A.

#### LANCASTER, PA.

### S. S. BERTZ & CO., 226 West Lemon Street STORAGE WAREHOUSE

General Merchandise Distribution
Pool Car Shipments
HOUSEHOLD GOODS STORAGE
Local and Long Distance Hauling—Direct Railroad Siding—Both
Pennsylvania R. R. and Philadelphia & Reading
CORRESPONDENCE SOLICITED

#### LANCASTER, PA

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

#### LANCASTER, PA.

### Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

#### NEW CASTLE, PA.

S. C. MOORE, Proprietor

### Keystone Delivery Transfer & Storage

Packing, Crating, Storage and Shipping of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.

Members N. P. W. A.

Members Penna. Whee. Assoc.

#### OIL CITY, PA. [

#### CARNAHAN Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents.

Members N. P. W. 4.

#### PHILADELPHIA, PA.

#### PROPRIETARY MEDICINES-TOILET GOODS

A SPECIAL WAREHOUSING AND DISTRIBUTION SERVICE USED BY SOME OF THE COUNTRY'S LARGEST MANUFACTURERS. DAILY DELIVERIES MADE IN PHILADELPHIA AND CAMDEN. POOL CAR DISTRIBUTION

THE REUBEN H. DONNELLEY CORPORATION
1206-1216 Race Street Philadelphia, Pa.

#### PHILADELPHIA, PA.

### Let Us Store and Distribute Your Merchandise

Our well equipped PUBLIC STORAGE WAREHOUSE is conveniently located, containing 8 acres of floor space.

#### FOR RENT

Separate floors or buildings at extremely low rentals.

P. R. R. Siding adjoins our Buildings.

Phila. Belt Line Connections.

### FRANKLIN WAREHOUSING COMPANY, Inc.

Delaware Ave., Kenilworth, Penn, Swanson & Bainbridge Sts.

Bell Phone, Lombard 59-66

Keystone Phone, Main 18-05

Represented by J. P. WARNER, Formerly of INTERNATIONAL WAREHOUSING CO.

#### PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

#### HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

#### PHILADELPHIA, PA.

ESTABLISHED 1855

Phone Lombard 25-71

Godley's Storage Warehouses 714 S. Swanson Street (Cor. Kenilworth St.)

Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS BONDED MERCHANDISE



Pennsylvania Railroad Philadelphia & Reading Railroad

Mdse. Distribution. Pool Cars.

#### PHILADELPHIA, PA.

#### MILLER NORTH BROAD STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna, R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE PHILADELPHIA, **PENNSYLVANIA** 

Members: N. F. W. A. and A. W. A.

#### PHILADELPHIA, PA.

### LOEB SERVICE

in Philadelphia

American Warehouse and Distributing Co.

Delaware Ave., Swanson and Queen Sts.

Private Siding P. R. R. and Belt Line to all R. R.

Loeb Cold Storage and Warehouse Co.

1224-6-8 Frankford Ave.

Any temperature

H. Loeb & Son, 33rd and Master Sts.

Private Siding Phila. & Reading R. R.

Motor Truck Delivery Service

#### PHILADELPHIA, PA.



1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill, Camden, N. J., Frankford

#### PHILADELPHIA, PA.

27 Acres of Floor Space Sea and Rail 9 Warehouses Trackage Facilities for 48 Cars Reading R. R.



LOCATION-On river front-Heart of jobbing district-Adjacent to navigation lines-Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT-Thoroughly modern-Low insurance-High speed elevators-Ample delivery platforms-Fleet of motor trucks-Completely equipped pool car department.

No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

#### TERMINAL WAREHOUSE COMPANY Delaware Ave. and Fairmount

Members-A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY

DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY Phone B.G. 8100 427 W. ERIB ST., CHICAGO Phone Sup. 7180 624 THIRD ST., SAN FRANCISCO Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



#### PHILADELPHIA, PA.

Wm. Rommel, Jr., Pres. and Genl. Manager

#### South Jersey Warehouse Company 1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street
Warehouse No. 2 West Jersey R. R. and Jackson St.
Warehouse No. 3 1300 Pine Street
General Merchandise Only
Direct Penn. R. R. Siding
Motor truck service for Philadelphia and South Jersey deliveries

#### PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member-N. F. W. A. and P. F. W. A.)

#### PITTSBURGH, PA. [

### BELMAR

MOVING & STORAGE CO.

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.

Wilkinsburg, Pa.

Branch Office and Warehouse Homewood Ave. and P. R. R., Pittsburgh, Pa. Member National Furniture Warehousemen's Association Member Pennsylvania Furniture Warehousemen's Association Your patronage solicited and reciprocated.

#### PITTSBURGH, PA.

PITTSBURGH

### **BLANCK'S**

TRANSFER & STORAGE CO.

**SINCE 1880** 

MOVING—PACKING—STORAGE BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

#### PITTSBURGH, PA.

#### Hasley Brothers Transfer & Storage

Office: 939 So. Canal St.

Warehouses: 918-928 Uneeda Street

Movers, packers, shippers of H. H. goods. Fire proof and fire protected (sprinkled) warehouses. Established 1878

PITTSBURGH, PA.

#### DONALDSON

Transfer and Storage Company

**FIREPROOF** FURNITURE WAREHOUSE 100,000 square feet.

Consign Pittsburgh Shipments to Us.

1012 to 1018 Western Avenue

Established 1865

Member A. W. A.

PITTSBURGH, PA. (

#### Duquesne's Offer: Certain Satisfaction



To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers: Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co. Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA. [

### SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing. checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance: — the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN

STORAGE AND TRANSFER CO.

CENTRE AND EUCLID AVENUES

PITTSBURGH, PA. [

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 NEVILLE STREET PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa, Murdoch Means Service

PITTSBURGH, PA.

Established 1910

#### PITTSBURGH DISTRIBUTING CO.

POOL CARS DISTRIBUTED AND RESHIPPED L. C. L. PITTSBURGH, PA.

620 Empire Building

Tel. 1574 Smithfield

PITTSBURGH, PA.

Transfer and Storage Co.

Consign Pittsburgh Shipments All Fireproof Warehouses

5th Ave. at McKee Place 7535 Penn Avenue

Established 1865

READING, PA.

#### Columbian Warehouse Company

Storage, New Merchandise Exclusively. Modern Building, Lowest Insurance Rates. S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

Motor Trucks

Household Goods

Merchandise Storage

Pool Car Distribution

DRAYMAN AND STORAGE WAREHOUSE

SCRANTON, PA. Established 1894.
"He Profits Most Who Serves Best" (Rotary)

#### The Ouackenbush Warehouse Co.

Incorporated

Storing, Packing, Carting. Shipping. R.R. Siding. Manufacturers' Distributors. Correspondence Bolicited Scranton, Pa Members A. W. A. and A. C. W.

Storage in transit privilege accorded.

WILKES-BARRE, PA. [

#### WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA. I

#### The Williamsport Storage Co., Inc. GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding Prompt and Efficient Service Members A. W. A. and P. W. A. Correspondence Solicited.

PROVIDENCE, R. I.

JAMES LE BOY FOSTER, Pres.

WALDEN WYMAN, ME.

Rhode Island's Only Fireproof Warehouse

#### BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets,

Providence, R. I.

PROVIDENCE, R. I.

#### CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES Household Furniture and Pianos Packing, Crating and Shipping. 62 to 70 Dudley Street.

PROVIDENCE, R. I. (



#### Estate of Orrin E. Jones Fireproof Storage

Experts in Handling Household Goods Office, 59 Central St., Providence, R. I. Storage, Packing, Moving, Shipping

DVERTISING Doesn't Jerk — it Pulls-a Steady Pull. Every ad Goes to Confirm the one Before it-to Strengthen the One That is to Follow and There's No Waste of Effort or Money. The Stayer Wins Every time.

PROVIDENCE, R. I.

#### TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

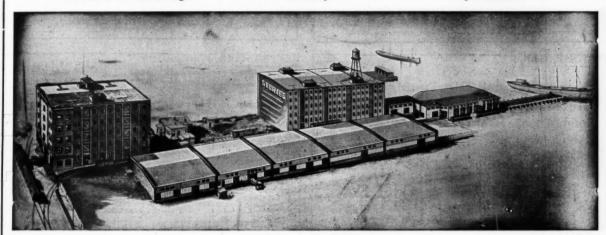
Allen Avenue, Foot of Oxford Street on Providence River PROVIDENCE, RHODE ISLAND, U. S A.

The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Exper's permanently employed.

WM. M. HARRIS, JR. Treasurer & General Mgr. WM. A. MILLSPAUGH Secretary

H. E. LEAVER Superintendent



SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

Carey Transfer & Storage Co., Inc. Storage, Packing, Shipping of Household Goods

General Merchandise—Pool Car Shipments
Distributed Correspondence Solicited.
Members: So. W. A.

Charleston
Warehouse and Forwarding Co.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse
100,000 Square Feet of Storage Space
Private Tracks Connecting with
All Railroad and Steamship Lines
Motor Truck Service

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

GREENVILLE, S. C.

55555 B5555

Storage, Distributing, Moving, Service that satisfies

SMITH DRAY LINE

ABERDEEN, S. D.

Where the West Was

#### ABERDEEN STORAGE COMPANY

Storage and Pistribution of Merchandise and Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage

Trucks and Teams

SIOUX FALLS, S. D.

### STRAHON TRANSFER & STORAGE CO.

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service

75

CHATTANOOGA, TENN.

### THE CHATTANOOGA TRANSFER & STORAGE CO.

Fireproof Warehouse

**Furniture** 

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

#### CHATTANOOGA, TENN. [

#### CHATTANOOGA

Warehouse & Cold Storage Company

Chattanoga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN
Cold and General Storage
GENERAL MERCHANDISE AND HOUSEHOLD GOODS
PACKING AND SHIPPING
Special Attention Given to Pool Car Distribution.

#### CHATTANOOGA, TENN. [

#### CRABTREE

TRANSFER & STORAGE COMPANY, Inc.

Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates,

#### MEMPHIS, TENN. I

Memphis' Most Careful Movers

Move Pack Store

Household Goods



Two Warehouses-Private Siding

ECONOMY TRANSFER & STORAGE CO.

KENTUCKY AND VIRGINIA AVE.

#### KNOXVILLE, TENN. [

Forwarding and Distributing Agents **Household Goods and Piano Moving** Long Distance Hauling, anywhere, any time

> Fully equipped for Distribution of Pool Cars

Rowe Transfer & Coal Co.

415-417 NORTH GAY STREET

KNOXVILLE

TENNESSEE

PESSE

D. R. BENEDICT, Manager

#### MEMPHIS, TENN. [

Pres. J. H. POSTON Vice-Pres. S. M. POSTON Secy. and Treas. W. H. DEARING

#### JOHN H. POSTON STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots

Insurance Rate 25-100 of One Per Cent or \$2.50 Per \$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car Lots for Competitive Points and Illinois Central Railroad Local Stations.

DISTRIBUTION A SPECIALTY MEMPHIS, TENN.

#### KNOXVILLE, TENN.

CARTER TO

#### Knoxville Fireproof Storage Company 201-211 Randolph St.

Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

135,000 square feet on Southern Railway tracks. Equipped with Automatic Sprinkler. Household goods shipments solicited. Prompt remittances made. Insurance at 12c. per \$100.00

per annum. Pool Cars distributed. MEMBERS

American Warehousemen's Ass'n National Furniture Warehousemen's Ass'n PROMPT AND EFFICIENT SERVICE 

#### MEMPHIS. TENN.

IF-

YOU ARE LOOKING FOR A Warehouse That Believes in "SERVICE FIRST" Then Get in Touch Today With ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE LOW RATE OF INSURANCE FREE SWITCHING SERVICE IN THE HEART OF THE FREIGHT TERMINAL AND JOBBING DISTRICT.

#### MEMPHIS, TENN.

#### Patterson Transfer Company

Established 1856. Sprinkler System. Lowest Insurance Rate in the City. Merchandise Storage and Distribution. Pool Cars Distributed.

### Pick Your Consignee

from the companies listed in this section-they are the "live wires" of the field and will handle your shipments promptly and efficiently.

MEMPHIS, TENN.

### NOTICE

What We Have to Offer for the Storage of GENERAL MERCHANDISE AUTOMOBILES

and

### POOL CAR DISTRIBUTION

in

#### THE SOUTH'S MOST CENTRALLY LOCATED DISTRIBUTING CENTER

200 Acres Concrete Warehouses All on ground floor Automatically sprinkled Privately policed Lowest Insurance

Ten miles of Standard Railroad Trackage for 500 Cars Served by ten Railroads Federal Barge Line Our own switch engine and Motor Fleet

OUR FACILITIES ALLOW US TO OFFER REASONABLE RATES WITH UNEXCELLED SERVICE

#### THE MEMPHIS TERMINAL CORPORATION

P. O. BOX NO. 1025

TATE OF

Member A. W. A.

MEMPHIS, TENN.

NASHVILLE, TENN.

### **NASHVILLE**

PESSE

Central shipping point for all parts of Tennessee, Southern Kentucky, Northern Alabama, Mississippi and Georgia.

## BOND

Reshipping and city deliveries from pool cars or warehouse stock. Free switching from all roads. Low insurance. Expert men will attend to your business promptly and carefully. Will be glad to refer you to many large and well known companies we are now serving.

#### E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, Southern Warehousemen's Association and American Chain of Warehouses.

TETTTTTTTT

£L PASO, TEXAS [

### R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention. Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

#### INTERNATIONAL WAREHOUSE CO.

INC., \$200,000 FIREPROOF-BONDED

Members: N. F. W. A.—Tex. W. & T. Ass'n.

Storage, Drayage, Packing, Distribution

Merchandise and Household Goods

FORT WORTH, TEXAS

### In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fort Worth

co.

Associated with Distribution Service, Inc.

#### GALVESTON, TEXAS

#### Universal Terminal Warehouse Company

Fire-proof storage—Sprinklered Warehouses

Galveston, Texas

Houston, Texas

New York Office: 40 Rector Street

#### GALVESTON, TEXAS

#### The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF WAREHOUSES

Pool Car Distributors

Forwarders

Right in the Center

of Houston

#### HOUSTON, TEXAS

### A-B-C- STORAGE AND MOVING CO., Inc.



Ideal for the DISTRIBUTION of MERCHANDISE

MERCHANDISH and HOUSEHOLD GOODS

Houston, Texas

Edw. T. Keough, Gen. Mgr.

#### HOUSTON, TEXAS

### ONE OF SOUTHWEST'S LARGEST MODERN FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Merchandise with accuracy and promptness.

### NATIONAL Warehouse and Distributing Co.

KOPPEL AND WASCHER, Propr's
P. O. Box 1754
Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

#### HOUSTON, TEXAS

#### UNION TRANSFER & STORAGE CO.

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

MERCHANDISE STORAGE FIREPROOF WAREHOUSE

SERVICE THAT COUNTS

#### HOUSTON, TEXAS

#### IN HOUSTON

### **WESTHEIMER'S**

FOR HOUSEHOLD GOODS AND MERCANTILE STORAGE DISTRIBUTON

FIREPROOF WAREHOUSES RAIL FACILITIES—20 CARS ELECTRIC CRANE YARD STORAGE

Investment—\$300,000.00

#### References

Dun or Bradstreet Agency All Local Banks And Best of All Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

#### HOUSTON, TEXAS

#### Wald Transfer and Storage Co.

Bonded Fireproof Warehouse

Merchandise and Household Goods Storage.

Pool Cars Distributed.
Rail Facilities 10 Cars.
Dry Cold Storage Plant in Connection.

H. B. & T Railroad and 812 Live Oak St. HOUSTON, TEXAS

#### HOUSTON, TEXAS

Universal Terminal Warehouse Company

Fireproof storage—Sprinklered Warehouses

Houston, Texas Galveston, Texas

New York Office: 40 Rector Street

#### SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico
MERCHANTS TRANSFER COMPANY

BANKERS of MERCHANDISE Warehousing and Distribution

Household Goods—General Storage—Pool Cars
Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

#### MUEGGE-JENULL WAREHOUSE CO.

Distributing Storage Forwarding
Give us a chance to demonstrate our service.
Reference Any Bank in San Antonio.
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS



eneral Warehousing and Distribution

> CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY. Member four leading associations!

Write for freight tariff freight tariff to all points in San Antonio territory

SCOBEY STORAGE

San Antonio, Texas

TEXARKANA, TEXAS

#### HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882

DISTRIBUTOR OF

POOL CARS
TRUCKING

STORAGE MOVING TYLER, TEXAS

### Tyler Warehouse and Storage Company Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

SALT LAKE CITY, UTAH

#### Merchandise Storage and Distribution

Over 1,000,000 Cubic Feet Re-enforced Concrete, Sprinklered Space

Insurance Rate Only 18 Cents
Jennings-Cornwall Warehouse Co.

PETERSBURG, VA.

## Southern Bonded Warehouse Corp. Merchandise and Household Goods DISTRIBUTION—STORAGE—TRANSFER

A. C. L. PRIVATE SIDING Members: A. W. A.—N. F. W. A.—A. C. W.

RICHMOND, VA

#### Virginia Bonded Warehouse Corporation

1707 East Cary Street

Distribution and Forwarding of General Merchandise Only
Largest Warehouses in South Southern R. R. Siding
175,000 sq. ft. Insurance Rate 25c. per \$100 per year

Members American Warehousemens Association

NORFOLK, VA. [



### Free MERCHANDISE STORAGE Bonded DISTRIBUTION and FORWARDING

Direct rail connections with all roads entering Norfolk
Trap car service Storage in transit Pool car distribution

150 package cars leave Norfolk daily for surrounding territory

Dry sprinkler system throughout Low insurance rates 2,000 feet of wharfage Deep water slips

Within one mile of jobbing and wholesale districts Collections promptly made and remitted

A spot stock in Norfolk receives more economical and efficient distribution to Virginia and North Carolina than from any other center.

Norfolk Warehouse Corp'n, Norfolk, Virginia.

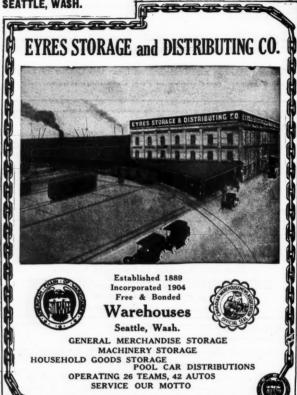
REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY Phone B.G. 8100 427 W. BRIB ST., CHICAGO Phone Sup. 7180 624 THIRD ST., SAN FRANCISCO Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



SEATTLE, WASH.



SEATTLE, WASH.

## EKII

Vancouver, B. C. Seattle, Wn. Portland, Ore.

SEATTLE, WASH. [

#### UNITED WAREHOUSE Co. SEATTLE, WASH.



Established 1895 Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING U. S. CUSTOMS BONDED STORAGE RAIL CONNECTION WITH ALL ROADS

#### SPOKANE, WASH. [

Furniture Moved Packed Shipped Stored

Pool Cars Distributed and Consolidated

CATER TRANSFER STORAGE CO.

Exclusive Motor Service Merchandise Storage . C. L. & C. L. Distribution Private Spur N. P. Railroad Ins. Rate 84c

SEATTLE, WASH.



#### TAYLOR-EDWARDS

Warehouse and Transfer Co., Inc. 1518 First Ave. So.

Warehouseman Distributors and Forwarders

Merchandise, Machinery Furniture and Household Goods

Consign Your Cars to Us and Receive a High Class Service at a Minimum Cost

Lowest Insurance Rates in the City

TACOMA, WASH.



#### WE OWN BOTH WAREHOUSES

Established 22 years in Tacoma-and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

TACOMA, WASH.

Storage @ Transfer Cc. Warehousemen

Merchandise and Furniture Distributors and Forwarders



Our Motto Is

Ship Your Pool Cars in Our Care



#### YAKIMA, WASH.

Miller-Callison Storage & Transfer Co.

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS TRANSFER—STORAGE-WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling. SHIP IN OUR CARE and let us be "At your service with best of service."

228 So. 1st St. AUTOMOBILE AND TRUCK STORAGE

FEETERS.

**HUNTINGTON, W. VA.** 

BEERE Shipping Center for Southern West Virginia, Southern Ohio and Eastern Kentucky

With five railroads entering Huntington or nearby and the Ohio River accessible, shipping to a large and thickly populated territory is a matter of a few hours. Private siding, no switching charges, every modern convenience supported by exceptionally high class service at a cost surprisingly low. Huntington is the gateway to a large and fertile field.

MAIER SALES AND STORAGE CO.
1639-41-43-45 Seventh Ave.
West Virginia

Huntington

LA CROSSE, WIS.

La Crosse Terminal Warehouse Company

Storage and Forwarding Household Goods and Merchandise Trackage Connection with All Railroads

A Warehouse modern equipped in every respect rendering service of the better kind-always up-to-the-minute.

Phone 492

La Crosse, Wis.

----

M. A. Smith, Mgr.

MILWAUKEE, WIS.

STORAGE COMPANY HANSEN

Capital \$1,000,000.00

MILWAUKEE.

WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN STORAGE AND DISTRIBUTION OF MERCHANDISE

15 WAREHOUSES-50-CAR SIDE TRACK 850-FOOT DOCK

Member—American Chain of Warehouses, American Warehousemen's Association, Central Warehousemen's Club.

MILWAUKEE, WIS.

#### LINCOLN FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution. City and Interurban Delivery of Mdse. and Household Goods. We remit upon receipt of bill of lading.

MILWAUKEE, WIS. |

### For the Greatest Satisfaction

To both yourselves and your customers consign your Milwaukee shipments to

### **United Fire Proof** Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service built this new fire proof warehouse.

OSHKOSH, WIS.

#### Oshkosh Storage Company

General Storage—Re-Consigning Distributing—Forwarding Prompt and Efficient Service Private Siding—Free Switching

Oshkosh is the Metropolis of the Fox River Valley and the best distributing point in Wisconsin. We solicit your valued shipments which will receive our prompt and careful attention.

American Warehousemen's Association Members: Nat'l Furniture Warehousemen's Ass'n

SUPERIOR, WIS. [

#### TRANSFER & STORAGE COMPANY

PACKING, STORAGE, SHIPPING
Largest Padded Vans in the City
Private Switch—No Switching Charge
Freight, baggage and express transfer. Furniture packing and moving. Light
and heavy hauling, private locked rooms, heated plano and painting rooms.
Advanced charges remitted instantly. Reciprocity at every opportunity.
POOL CARS DISTRIBUTED 1716 BROADWAY

HAMILTON, CANADA

A Fireproof Merchandise Warehouse, centrally located on

Seventeen years in business and our original customers are still storing with us.

STORAGE & TRANSFER CO., Ltd.

HAMILTON, CANADA

HAMILTON, CAN.

CENTRAL DISTRIBUTING
POINT.

THE CAY
CANADA

THE CAY
TO CANADA

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)
(In the Heart of the Wholesale District)
LICENSED CUSTOMS BROKERS AND FORWARDERS

MONTREAL, CAN. [

#### General Forwarders

Our modern facilities for the storing and forwarding of merchandise guarantees you a type of service that insures Safety and Economy. Our 60,000 feet of floor space is sprinklered throughout. Rush deliveries a specialty. We solicit POOL CAR shipments.

Ship to "GIFFORD"

### The GIFFORD WAREHOUSE CO.

Members A. W. A., C. W. A.

TORONTO, ONT., CAN.

#### Store with "City Storage"

Our 25 years experience in the transfer of household goods has given us an enviable position in this field of service.

Special attention given POOL CAR shipments, Storage and Distribution of General Merchandise.

#### CITY STORAGE, Ltd.

253 College St.

N. F. W. A.

TORONTO, ONT., CAN. [

### 2 Fireproof Warehouses

Private siding. Fleet of Motor Trucks, household goods pool car distribution. Moving—Storing—Packing—Shipping.

Est. 1908

C. A. WARD, Ltd.

VANCOUVER, B. C., CANADA

### BEKINS MOVING and STORAGE

Seattle, Wn. Portland, Ore. Vancouver, B. C.

WINNIPEG, CAN. INSURANCE 30 CENTS



230 PRINCESS ST. WINNIPEG

HONOLULU, HAWAII

When Shipping Goods to

### **HONOLULU**

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

#### CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

TORONTO, CANADA

SPRINKLER PROTECTED IN R

INSURANCE RATE 45c.

GENERAL MERCHANDISE DISTRIBUTORS

**STANDARD WAREHOUSING**& MERCANTILE CO., LIMITED

82 Front St., W.

TORONTO

L. J. Myers, Mgr.

THE advertiser
Who gets cold feet now
Will be cold all over
Two years from now.

—The Credit Monthly

MONTREAL, CANADA



## In all CANADA

(and in the United States as well)

### no finer type of transfer and storage service can be found!

Many concerns at times approach our service. Few consistently maintain so high a standard. And it is doubtful if any concern surpasses our 25 years' record in the safekeeping and rapid transfer of practically every kind of merchandise.

We say this not in self praise or to belittle the fine service of other neighboring concerns. Rather we want to emphasize that your MONTREAL consignments entrusted to us are in capable hands and are SAFE.

An idea of our facilities:

Storage capacity, 2,680,000 cu. ft. 300 vehicles and 200 horses, all modernly equipped. 38 padded motor vans with a capacity varying from 300 to 1,100 cu. ft. 3 000 correspondents all over the world. Our piano shipments alone have averaged 22,000 a year for the past 5 years.

Our new 8 story warehouse is modernly designed to accommodate all kinds of storage with the maximum of protection and safe-keeping.

Pool car shipments to all parts of Canada. Write or wire for Rates.

### J. B. Baillargeon Express, Ltd.

Ontario Street East

MONTREAL, CANADA

CORRESPONDENTS ALL OVER THE WORLD

#### Save Money on Your Piling



#### Your Piling MATHEWS Pile-Evator

will help you stack your bags, bales or boxes at a cost so small that you can't afford to overlook it. It is handy and convenient, easy to push around wherever the work requires. It has a self-contained power unit, and is furnished with different types of carrier according to the type of work.

Please write us for full information

MATHEWS CONVEYER COMPANY
116 Tenth Street, Ellwood City, Pa.

Canadian Factory, Port Hope, Ont.

## TRANSFER CO., Inc.

Long Distance Moving Exclusively

Representatives Everywhere





Universally Used in All Modern Fireproof Warehouses

Approved by Underwriters

Details and Prices on Request.

VULCAN RAIL & CONSTRUCTION CO. Grand St. and Garrison Ave., Maspeth, N. Y.

## PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.

330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y. Atlanta Dallas St. Louis New Orleans Minneapol

### Montgomery Elevator Co.

Passenger and Freight Elevators

Specialists in heavy duty freight elevators for Warehouse Service.

MOLINE, ILLINOIS



### BREEN PATENT PIANO DERRICK

for hoisting and lowering Pianos. Indispensable to Piano Movers. Adjustable to all windows and conditions.

I sell this derrick including heavy duck piano cover, lifting harness, iron bars with set of blocks and 300 feet of 3/4 inch Plymouth rope—All for \$115. F.O.B. Boston.

WM. H. BREEN

219-231 Rutherford Ave. Charlestown, Mass.



#### COMPLETE SERVICE

N

#### WAREHOUSE CONSTRUCTION

Comprising investigation work, preliminary advice, architectural and engineering services, and advice on financing problems.

VAN RENSSELAER H. GREENE

Warehouse Architect

35 WARREN STREET

NEW YORK CITY

#### CLASSIFIED ADVERTISING INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this

Classified Department, The Class Journal Company, 239 W. 39th St., New York, 5 S. Wabash Ave., Chicago

#### Stevenson Cold Storage Door Company

CHESTER, PENNA.

Doors that cannot stand open and other kinds that can

Stencil Cutting Machines, Stencil Board, Stencil Inks, Fountain Brushes, Marking Pots. IDEAL STENCIL MACHINE COMPANY BELLEVILLE ILLINOIS

#### Zering Warehouse Trucks

Move Larger Loads and Quicker One house uses 500. Send for Bulle-tin T and learn how they save.

Bearing Casters

THE H. ZERING MFG. CO. B. & O. & South, Cincinnati, Ohio

#### Patents and Trade Marks

Protect Your Most Valuable Assets Prompt Personal Attention 14 Years Experience

LESTER L. SARGENT, Patent Attorney 524 Tenth St. N. W. Washington, D. C.

#### SIMPLEX TIME RECORDER

will give you a printed record of the time of the arrival and departure of every truck and driver. Your men and trucks would get around on time. It will pay for itself in from one to three months.

SIMPLEX TIME RECORDER Gardner, Mass.

#### Convey and Pile Mechanically



Passaie, PORTABLE MACHINERY Co.

CONVEYORS

FOR SALE—About 250 running foot of roller bearing conveyors, also 5½ circle sections of conveyor and gas pipe stands. Tonnies Trans-ier & Storage Co., 1027 Virginia Ave., Jophin,

#### Lifters, Pilers, and Racks



Ask About THE TELESCOPER

ECONOMY ENGINEERING CO. 2679 W. Van Buren St. Chicago, III.

Revnolds Trucks Lansing-Co. Lansing Mich.

#### Tarpaulins and Canvas Covers

Quality and Service at Reasonable Prices Send for Samples and Prices ARTHUR F. SMITH CO., INC.
Department B
139 Spring St., New York, N. Y.

#### Hi/Lo TRUCTOR

The Electric Transporter and Stacker. Handles any load up to 6000 pounds three times as fast as by hand. Places load 6 feet above floor.

Request Bulletin 457 The Elwell-Parker Electric Co., Cleveland, O.

DO YOU WANT TO SELL YOUR BUSINESS?

DO YOU WANT TO BUY A BUSINESS?

Every issue of this paper contains Business Opportunity ads that are real honest-to-goodness opportunities.

### Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

#### KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.





#### INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

Autocar Co	A 4
Rig Faun Transfer Co	B128
Breen, W. H	
Budd Wheel Co	
Cass & Johansing	C 5
Classified Advertising	129
Dupre Manufacturing Co	D128
	E
Excelsior Wrapper Co	132
	FFront Cover
Ford Motor Co	
Fulton Bag & Cotton Mil	ls128
General Motors Truck Co	G 0 2
Graham Bros	49
Greene, Van Hensselaer	H128
International Harvester	Co 51
	J
Judson Freight Forwardi	ng Co 3
Kally-Springfield Tire Co	K 5 53
	6
	L
Louisville Bedding Co	Third Cover
	M128
Montgomery Elevator Co.	
moores a Damera, merc	N
	Second Cover
	O132
	132
	P
Peelle Co	59
Reach Textile Co., A. L	R132
Republic Motor Truck Co.	Back Cover
,	
Selden Truck Corp	S 45
Selden Truck Corp Self-Lifting Piano Truck	S
Selden Truck Corp Self-Lifting Piano Truck Selle & Co., H. W	S
Selden Truck Corp Self-Lifting Piano Truck Selle & Co., H. W	S
Selden Truck Corp Self-Lifting Plano Truck Selle & Co., H. W Trans-Continental Freight	S
Selden Truck Corp Self-Lifting Plano Truck Selle & Co., H. W  Trans-Continental Freight United Vacuum Appliance	\$
Selden Truck Corp Self-Lifting Plano Truck Selle & Co., H. W  Trans-Continental Freight United Vacuum Appliance	S 45 Co 131 T Co 1 U Corp 130
Selden Truck Corp Self-Lifting Plano Truck Selle & Co., H. W  Trans-Continental Freight United Vacuum Appliance Vulcan Rail & Construction	\$
Selden Truck Corp Self-Lifting Plano Truck Selle & Co., H. W  Trans-Continental Freight United Vacuum Appliance Vulcan Rail & Construction Walker Vehicle Co	S 45 Co 131 T Co 1 U Corp 130 V n CO 128

(For Shippers Index Advertisers, see pages 131, 132 and 133)

#### SHIPPERS INDEX

(For Index to General Advertisers see page 130) ne Advertisers' Index is published as a convenience, and not as a part the advertising contract. Every care will be taken to index cor-city. No allowance will be made for errors or failure to insert.

A	1
A B C Fireproof	Warehouse 92
A B C Storage &	Moving Co122
Aberdeen Storage	Co119
Alabama Motor Tr	ransfer Co 62
Albany Terminal &	Security Whse.
Co., Inc	
Amick Transfer &	Stge. Co 66
Anchor Warehouse	Co 98
Anderson's Express	& Storage 95
Arizona Stge. & I	Distributing Co. 62
Arlington Storage	Whse 84
Arrow Fireproof S	torage & Mov-
ing Co	93
Auburn Draying	Co 99
Audubon Fireproof houses	Storage Ware-
Augusta Bonded Pu	iblic Whse, Co. 70

•	
Cadillac Storage Co 8	7
Cady Moving & Storage Co11	8
California Truck Co 6	4
Calkins, James 9	6
Cameron Transfer & Storage Co., 9	0
Camp Transfer & Storage Co 7	0
Campbell Stores10	2
Campbell's Warehouse10	6
Carev's Transfer & Stge. Co., Inc.,	
(S. C.)11	9
Carev's Transfer & Storage Co.	
(Minn.) 9	1
Carman Fireproof Stge. Whse., Inc	2
Carnahan Transfer & Storage Co.	
Carolina Stge. & Dist. Co10	7
Carolina Transfer & Stge. Co10	
Carpenter Storage, Inc	
Cater Transfer & Stge. Co12	1
Catheart Van & Stge. Co 7	
Cedar Rapids Transfer & Stge.	
Co 75	)
Central Storage Co 9:	2
Central Storage & Forwarding Co. 71	l
Central Storage Whse., Inc 80	3
Central Warehouse Co. (Balti-	
More)	
Central Warehouse Co. (Ind.) 77	

care will be taken to index core for errors or failure to Insert.

Central Warchouse Co. (Saginaw), 90 Central Warchouse Co. (St. Paul), 92 Charleston Whse, & Fwdg. Co., 192 Charleston Whse, & Fwdg. Co., 192 Charleston Whse, & Fwdg. Co., 192 Charleston Whse, & Strage Co., 120 Chelsea Fireproof Stge. Whses, 162 Chatlanooga Warchouse & Cold Storage Co., 102 Clincinnati Terminal Whse, Co., 108 Clincinnati Tobacco Whse, Co., 108 Clity Transfer & Storage Co., 63 Clity Transfer & Storage Co., 63 Clity Transfer & Storage Co., 163 Clity Transfer & Storage Co., 163 Clity Transfer & Storage Co., 163 Clity Transfer & Storage Co., 164 Clity Transfer & Storage Co., 109 Coburn Stge, & Whse, Co., Henry, 78 Cold Soring Storage Co., 160 Cold Soring Storage Co., 160 Columbian Storage Warehouses., 103 Columbian Storage Warehouses., 103 Columbian Stge, & Transfer Co., 86 Columbian Stge. & Transfer Co., 86 Colward Warehouse Co., 164 Commercial Warehouse Co., 164 Commercial Warehouse Co., 165 Crabter Warehouse Co., (Alron), 198 Couter Warehouse Co., (Columbus), 111 Conter Warehouse Co., (Charmone), 198 Cotter Warehouse Co., (Charmone), 198 Cornadall Truckin & Stge., Co., 191 Conter Warehouse Co., (Mansfield), 112 Cotter Warehouse Co., (104 Marchouse Co., 104 Curnier-Lee Warehouse Co., 104 Curnier-Lee Warehouse Co., 105 Curnier Bord. 109 Curnier-Lee Warehouse Co., 109 Currier-Lee Wareh

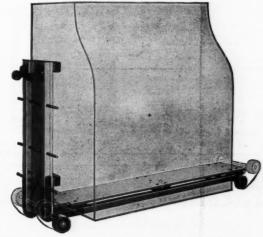
Ei
Eagle Whse. & Stge. Co 9
Economy Trans. & Stge. Co12
Edwards Trans. & Stge. Co11
Eldridge Exp. & Stor. Whse. Co. 9
Elgin Storage & Tr. Co 7
Elston Packing & Storage Co 8
Empire Storage Co 7
Eric Storage & Carting Co11
Erie Warehouse Co11
Ewert & Richter Exp. & Stge. Co. 7
Ewing Transfer Co 8
Eyres Storage and Dist. Co12

F

(Continued on page 132)



#### The Skid Truck or Tray



Do you use trucks? Have you tried out CITY SKID TRUCK? Made of hard wood, with polished steel soles, well bolted together. NO SCREWS. Sliding handles and large wheels to insure easy moving.

Also, Sill Trucks, eight styles of End Trucks, Piano Hoists, Covers and special straps. Ask for circular.

Self-Lifting Piano Truck Co. Findlay, Ohio

### BETTER THAN EVER Unapproachable in Usefulness



No. 1 Type Portable 1/3 H.P. connects with lamp socket. Always ready for service anywhere in plant or out on the 10b. No. 2 Type for the Packing Room—3 Phase 3/4 H.P.

Neal Handy Saw
with 10 inch Saw ½ or ½
H.P. motor is without question one of the greatest time
and labor saving devices
ever offered to warehousemen.

Nothing like it on the market. Developed and refined by a warehouseman to fit your needs.

Sent on basis of satisfaction or return at our expense.

Write today for prices and trial offer.

#### THE NEAL HANDY SAW

7208 Euclid Ave.

Cleveland, O.

"Iron Horse" Brand

### Furniture Van Pads

Foremost in Quality, Workmanship and Strength



The most economical from every standpoint

A. L. Reach Textile Co.

DRY HARBOR RD. & L. I. R. R.

GLENDALE Borough of Queens

NEW YORK CITY, N. Y.

TRADE MARK RIG. U. S PAT. OFFICE

### 90% Saving Over the Hand Saw

The Onan "Safty Saw"

for Packing, Crating, Box Resizing and Carpentry will save its low initial cost in a short time. If it doesn't—return it. Ten times as fast as a hand saw. Runs from lighting circuit. Heavy enough for largest job—light enough to be taken anywhere to the job.

For Cutting—Ripping—Mitering. An investment returning large profits.

D. W. Onan & Sons MINNEAPOLIS, MINN.

39 Royalston Ave.



Price \$135.00 with motor

### Excelsior Wrapper Co.

MANUFACTURERS OF

#### EXCELSIOR PACKING PADS BALED EXCELSIOR WOOD WOOL

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.

Metropolitan District Served by
Boston Excelsior Co., 560 W. 29th St., New York City

#### SHIPPERS INDEX—Continued

(Continued from page 131)

G	
Galt-Block Warehouse Co 8	3:
Gardner Storage Co	
Garfield Park Storage Co 7	
Gazette Transfer & Stge. Co	
Geipe, J. Norman 8	
General Fireproof Storage Co 11	0
General Warehousing Co 9	
Gibbs Express Co 8	5
Gibbs, Thomas H 9	6
Gifford Warehouse Co12	
Gilbert Storage Co., Inc10	
Glasgow Storage & Cartage Co 12	
Gleason Bros 8	
Glenn & Sons, O. J10	0
Godley's Storage Warehouse 11	1
Goodman Warehouse Corp 9	6
Gordon Fireproof Whse. & Van	ā
Gottry Carting Co., Sam 100	fi
Great Central Warehouse Co 8	4
Gregg Cartage & Stge. Co10	
Griffin, The Transfer Man11:	3
Criswold & Walker, Inc 7	3

## 

Imperial Transfer & Stge	. Co., 9:
Inc	
Indiana Refrigerating Co.	78
Indiana Terminal Warehous	se Co 78
Indianapolis Warehouse Co International Whse. Co. (El	Paso).121
Interstate Terminal Whses	Inc.110
Inter-State Transfer & Sta Iowa Warehouse Co	e. Co. 81
Ivory, Inc., John	88

J
Jamaica Storage Warehouse10  Jefferson Safety Stge. Warehouse Co
Jennings-Cornwall Whse. Co12
Jennings-Nibley Warehouse Co 6
Jobbers Warehousing Co 6
Johnson Storage & Moving Co 6
Johnson Transfer Co 7
Jones-Clark Trucking & Stge. Co.10
Jones, Orrin E11:
Judson Freight Fwd. Co

K
Kedney Warehouse Co. (Minn.). 91
Kedney Warehouse Co. (N. Dak.) . 107
Kedney Warehouse Co. (St. Paul). 9:
Kenna Terminal 97
Kennicott-Patterson Trans. Co 67
Kent Storage Co 8:
Keystone Delivery Transfer & Stge.
Keystone Express & Storage Co.115
Keystone Warehouse114
Kinderman & Sons, Julius 103
King Storage Warehouse, Inc106
Kneeland, Bill 85
Knickerbocker Storage Co109
Milicher Docker Storage Commission

Knickerbocker	Stge.	Whse.	Co 96
Knickerbocker Co			
Knoxville Fir			
Kroeger, Jose	ph J.		96

L
La Crosse Terminal Whse. Co125 Lake Shore Moving & Storage Co.109 Lancaster Storage Co
Lazarus Co., F. G., 20th Century Storage
Lederer Terminal       110         Lee & Sons Co., H. C       112         Lee Bros., Inc.       103
Lehigh Warehouse, & Trans. Co., Inc
Lentz Transfer Co
Lincoln Storage Co. (Cleveland) 110 Lincoln Storage Warehouses 96 Loeb & Son, H
Long Island Stge. Warehouses100 Los Angeles Warehouse Co 61
Louisville Public Warehouse Co.         82           Lynch Transfer Co.         79           Lyon Fireproof Storage Co.         61

	Lynch Transfer Co 79
	Lyon Fireproof Storage Co 61
	M
	***
	McCann's Storage Whse. Co107 McClintock Stge. Whse. Co66
	McCormick Warehouse Co 81
	McDougall Terminal Whse. Co 90
	McLoughlin Winnel Whse. Co 90
	McLaughlin Warehouse Co 83 McNally Bros., Inc101
	Machinery Warehouse Co 73
	Maier Sales & Storage Co125
	Majers Transfer & Storage Co125
	Maiers Transfer & Storage Co 91 Mead Red Head Co110
	Memphis Terminal Corp. 121 Mercantile Stge. & Whse. Co. 94 Mercer Transfer & Stge. Co. 79 Merchantics Street
	Mercantile Stge. & Whse. Co 91
	Mercer Transfer & Stge. Co 79
	Merchandise Storage Co111 Merchants Storage & Transfer Co.
	Merchants Transfer & Storage Co.
	(III.)
	Merchants Transfer & Storage Co. (Iowa) 80
	Merchants Transfer Co. (Ohio)112
	Merchants Transfer Co. (Texas)122
	Merchants Warehouse Co 88
	Merchants Transfer Co. (Ohio) 112 Merchants Transfer Co. (Texas) 122 Merchants Warehouse Co. 8 Merchants Warehouse & Dist. Co. 71 Meridith, F. M. 76 Metropolita, Wierrech W. 76
	Metropolitan Fireproof Warehouse Corp
	Votro
	Metropolitan Moving Co 88
	Michigan Terminal Whee Co 86
	Midland Whse, & Transfer Co. 74
	Metropolitan Sige, Whise, Co. 86 Michigan Terminal Whse, Co. 88 Midland Whse, & Transfer Co. 74 Miller-Callison Sige, & Transfer Co. 125
	Co
	Miller North Broad Storage Co116 Milward, W. R 82
	Minneapolis Trans: & Whse. Co., 91
	Moeller Transfer & Storage Co., 62
1	Moeller Transfer & Storage Co., 62 Monarch Storage & Warehouse Co.100
	Monroe Warehouse Co., Inc106 Montgomery & Co114
-	Monumental Stge. & Carpet Clean-
•	ing Co
1	Morgan & Brother104
	Mott Haven Storage Whee Co. 105
1	Muegge-Jenull Warehouse Co123
1	Murdoch Storage & Transfer Co118
1	Murphy Transfer & Storage Co 91 Muskogee Transfer & Stge. Co112
4	stuskogee Transfer & Sige. Co112
	N

N
National Freight Forwarding Co.10
National Storage Co 9
National Terminals Corp. Second Cove
National Whse. & Dist. Co15
Neal Fireproof Storage Co11
New Jersey Warehouse Co., Inc !
Norfolk Warehouse Corp15
North Pier Terminal Co 7
Northeastern Stge. & Dist. Co 8
Northern Ave. Stores & Dock Corp.
Northwestern Transfer Co11

(Continued on page 133)

#### SHIPPERS INDEX—Continued

(Continued from opposite page)

(Continued fro	m
o	
O'Brien's Fireproof Stge. Whse, Inc	
Inc	
O. K. Transfer & Storage Co. (Ark.) 62 O. K. Transfer & Storage Co. (Oklahoma City) 113 O'Neil Bros. Transfer Stge. Co. 77	
O. K. Transfer & Storage Co.	
O'Neil Bros, Transfer Stge. Co. 77	1
Ontario Warehouse Co 74	
Oregon Transfer Co	1
Oshkosh Storage Co	5
P	9
	8
Pacific Storage & Tr. Co., Inc121 Pacific Storage & Warehouse Co. 95	92 92
Pagels. Fred	8
Panhandle Storage Warehouse108 Park Stge. Whse. Co95	8
Parke Warehouses 76	2
Passaic Transportation Co 98 Patterson Transfer Co120	
Peasley Transfer & Storage Co 70	7
Pennsylvania Terminal Whse. Co. 91	Т
Petry Express & Storage Co 98 Pettit's Storage Warehouse Co 78	T
Philadelphia Local Express116	r
Pioneer Truck & Transfer Co 63 Pittsburgh Distributing Co118	T
Pittsburgh Transfer & Storage Co. 81	T
Pople Transfer & Storage Co 68 Porter Produce & Stge. Co 76	T
Post R F	T
Poston Storage Warehouses, Inc., 120	T
Premier Fireproof Stge. Co 61 Prudential Stge. & Moving Co.	T
Prudential Stge. & Moving Co. (Los Angeles)	T
Q	T
Quakenbush Warehouse Co118	T
Queen City Warehouse Corp101 Quincy Mkt. Cold Storage &	T
Quincy Mkt. Cold Storage & Warehouse Co 86	
R	U
Radial Warehouse Co 93	U
Railway Terminal & Whse. Co 74	Ui
Rathbun Cartage Co	U
Red Line Transfer & Stge. Co 89 Replogle, I. D	Ur
Rice Storage Corp., A. C101 Richards Storage Co83	Ur
Richards Trucking & Whse. Co 65	Ur
Richards Trucking & Whse. Co 65 Richmond Storage Warehouses105	
	Un
Ricks Storage & Distributing Co. 92	Un
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87	Un
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rephysic Carting Co 106	Ur Ur Ur Ur
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rechester Carting Co	Un
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rechester Carting Co	Ur Ur Ur Ur
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 87 Robinson Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Pockford Storage Warehouses 77	Ur Ur Ur Ur Ur
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 87 Robinson Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Pockford Storage Warehouses 77	Ur Ur Ur Ur
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 87 Robinson Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Pockford Storage Warehouses 77	Ur Ur Ur Ur Va
Ricks Storage & Distributing Co. 92           Riverside Storage & Cartage Co 88           Riverside Truck & Storage Co 87           Robinson Storage Co 88           Rochester Carting Co 106           Rock Island Transfer & Storage Co (Okla.) 112           Rockford Storage Warehouses 17           Rock Island Transfer & Storage Co (III.) 97           Rock Island Transfer & Storage Storage Co (III.) 95           Roser Marehouse Co 120           Roserntal Fireproof Stge. Co 80	Ur Ur Ur Ur Ur Va Vi
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 87 Robinson Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Pockford Storage Warehouses 77	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 87 Robinson Storage Co. 87 Rochester Carting Co. 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 95 Rock Island Transfer & Storage Co. (III.) 95 Rose Warehouse Co. 120 Rosenthal Fireproof Stge. Co. 80 Rowe Transfer & Coal Co. 120 Rucker Bonded Whse. Co. 107	Ur Ur Ur Ur Ur Ur Vi
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses 77 Rock Island Transfer & Storage Co. (III.) 95 Rose Warehouse Co 20 Rosenthal Fireproof Stge. Co 80 Rowe Transfer & Cod. (Co 120 Rowe Transfer & Cod. Co 120 Rucker Bonded Whse. Co 107	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses 77 Rock Island Transfer & Storage Co. (III.) 95 Rose Warehouse Co 20 Rosenthal Fireproof Stge. Co 80 Rowe Transfer & Cod. (Co 120 Rowe Transfer & Cod. Co 120 Rucker Bonded Whse. Co 107	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses 77 Rock Island Transfer & Storage Co. (Ill.) 77 Rogers, Arthur G 95 Rose Warehouse Co 120 Rosenthal Fireproof Stge. Co 80 Rowe Transfer & Coal Co 120 Rucker Bonded Whse. Co 107  S Safety Storage Co 98 Safety Storage Co 98 Safety Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 68 St. Paul Terminal Warehouse Co 66 Santini & Sons, A 105	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses 77 Rock Island Transfer & Storage Co. (Ill.) 77 Rogers, Arthur G 95 Rose Warehouse Co 120 Rosenthal Fireproof Stge. Co 80 Rowe Transfer & Coal Co 120 Rucker Bonded Whse. Co 107  S Safety Storage Co 98 Safety Storage Co 98 Safety Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 68 St. Paul Terminal Warehouse Co 66 Santini & Sons, A 105	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses 77 Rock Island Transfer & Storage Co. (Ill.) 77 Rogers, Arthur G 95 Rose Warehouse Co 120 Rosenthal Fireproof Stge. Co 80 Rowe Transfer & Coal Co 120 Rucker Bonded Whse. Co 107  S Safety Storage Co 98 Safety Storage Co 98 Safety Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 68 St. Paul Terminal Warehouse Co 66 Santini & Sons, A 105	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 88 Rochester Carting Co. 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Co. 120 Rocker Bonded Whse. Co. 120 Rucker Bonded Whse. Co. 107 Safety Storage Co. 98 Safety Storage Co. 98 Safety Storage Co. 106 Safety Trans. & Stge. Co., Inc. 68 St. Paul Terminal Warehouse Co. 92 San Francisco Whse. Co. 66 Santini & Sons, A. 105 Savannah Bonded Whse. & Tr. Co. 70 Schantz Co., Joseph A. 106 School St. Stge. & Whse. Co. 87 Scobey Fireproof Stge 123	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 88 Rochester Carting Co. 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Co. 120 Rocker Bonded Whse. Co. 120 Rucker Bonded Whse. Co. 107 Safety Storage Co. 98 Safety Storage Co. 98 Safety Storage Co. 106 Safety Trans. & Stge. Co., Inc. 68 St. Paul Terminal Warehouse Co. 92 San Francisco Whse. Co. 66 Santini & Sons, A. 105 Savannah Bonded Whse. & Tr. Co. 70 Schantz Co., Joseph A. 106 School St. Stge. & Whse. Co. 87 Scobey Fireproof Stge 123	Ur Ur Ur Ur Ur Vi Vi Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 88 Rochester Carting Co. 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Co. 120 Rocker Bonded Whse. Co. 120 Rucker Bonded Whse. Co. 107 Safety Storage Co. 98 Safety Storage Co. 98 Safety Storage Co. 106 Safety Trans. & Stge. Co., Inc. 68 St. Paul Terminal Warehouse Co. 92 San Francisco Whse. Co. 66 Santini & Sons, A. 105 Savannah Bonded Whse. & Tr. Co. 70 Schantz Co., Joseph A. 106 School St. Stge. & Whse. Co. 87 Scobey Fireproof Stge 123	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 88 Rochester Carting Co. 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Co. 120 Rocker Bonded Whse. Co. 120 Rucker Bonded Whse. Co. 107 Safety Storage Co. 98 Safety Storage Co. 98 Safety Storage Co. 106 Safety Trans. & Stge. Co., Inc. 68 St. Paul Terminal Warehouse Co. 92 San Francisco Whse. Co. 66 Santini & Sons, A. 105 Savannah Bonded Whse. & Tr. Co. 70 Schantz Co., Joseph A. 106 School St. Stge. & Whse. Co. 87 Scobey Fireproof Stge 123	Ur Ur Un Un Un Un Un Viii Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa Wa
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 88 Rochester Carting Co. 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouses. 17 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Warehouse Co. 120 Rock Island Transfer & Storage Co. (III.) 112 Rockford Storage Co. 120 Rocker Bonded Whse. Co. 120 Rucker Bonded Whse. Co. 107 Safety Storage Co. 98 Safety Storage Co. 98 Safety Storage Co. 106 Safety Trans. & Stge. Co., Inc. 68 St. Paul Terminal Warehouse Co. 92 San Francisco Whse. Co. 66 Santini & Sons, A. 105 Savannah Bonded Whse. & Tr. Co. 70 Schantz Co., Joseph A. 106 School St. Stge. & Whse. Co. 87 Scobey Fireproof Stge 123	Under
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co. 88 Riverside Truck & Storage Co. 88 Rochester Carting Co	Un U
Ricks Storage & Distributing Co. 92 Riverside Storage & Cartage Co 88 Riverside Truck & Storage Co 87 Robinson Storage Co 88 Rochester Carting Co 106 Rock Island Transfer & Storage Co. (Okla.) 112 Rockford Storage Warehouses 77 Rock Island Transfer & Storage Co. (Ill.) 77 Rogers, Arthur G 95 Rose Warehouse Co 120 Rosenthal Fireproof Stge. Co 80 Rowe Transfer & Coal Co 120 Rucker Bonded Whse. Co 107  S Safety Storage Co 98 Safety Storage Co 98 Safety Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 82 Sage Trans. & Stge. Co., Inc 68 St. Paul Terminal Warehouse Co 66 Santini & Sons, A 105	Un U

opposite page)
Soo Terminal Warehouse
Souther Warehouse Co 66
Southern Bonded Warehouse Corp. 123
Southern Tier Stge, & Sales Co 101
Southside Shipping & Storage Warehouse
Southside Storage & Van Co 78
Standard Storage Co 85
Standard Warehouse Co 83
Standard Warehousing & Mer. Co., Ltd126
State Center Warehouse & Cold Stge. Co
Stockton Transfer Co., Jos 71
Storage & Transfer Co., Ltd125
Strahon Transfer & Storage Co119
Strang's, Charley100
Strang Warehouses, Wm. H 100
Sunlight Storage Warehouse Co 100
Sunrise Storage Co., Inc105
T
Tabb Storage Warehouse & Freight Transfer Line 82

Transfer Line
Taylor-Edwards121
Terminal Warehouse Co. (Ark) 62
Terminal Whse. Co. (Pa.)116
Terminal Warehouse Co. (R. I.).119
Terminal Warehouse Co. (Neb.) 95
Terminal Wharf & Railroad Whse.
Tiffany Fireproof Storage Whses. 105
Tonnies Transfer & Storage Co., 92
Tooker Stge. & Fwdg. Co105
Topeka Transfer & Stge. Co 81
Tripp Warehouse Co 78
Troth's Model Warehouse 95
Tucson Warehouse & Transfer Co. 62
Tulsa Storage & Transfer Co113
Twentieth Century Stge. Whse
Tyler Warehouse & Storage Co123

U
Union Storage Co. of Erie 114
Union Storage Co. (Dayton) 111
Union Storage & Warehouse Co. 107
Union Terminal Whse. Co. (Cal.), 65
Union Ter. Whse. Co. (Fla.) 69
Union Trans. & Stge. Co. (Ky.). 81
Union Trans. & Stge. Co. (Tex.).122
Union Transfer Co
United States Storage Co 69
United Fireproof Warehouse Co., 125
United Warehouse Co. (Kansas City) 93
United Warehouse Co. (Seattle) . 124
United Warehouse Co. (Wichita), 81
Universal Terminal Whse. Co. (Galveston)122
Universal Terminal Whse. Co. (Houston)122

Valley	Van	æ	Storage	Co.,	Inc.	. 63
Virgini	a Be	onde	d Whse	. Co	rp	.123

Virginia Bonded Whse. Corp123
w
Wagner & Son.         71           Wagner Fpf. Stge. & Truck Co.11:         71           Wald Transfer & Storage Co         12:           Wallace Trans. & Forwarding Co.10€         12:           Ward. C. A.         12:           Ward & Bros. Hugh F.         10:           Ware Trans. & Stge. Co.         75           Warner Warehouse Co.         75
Weicker Transfer & Storage
Western Michigan Trans. & Stge. 89 Western Warehousing Co
Westheimer Warehouse Co122 Westland Distribution & Storage Warehouse Co65
Wiley & Nichols Co. 122 Wilkes-Barre Warehousing Co. 118 Williamsport Storage Co. 118 Wilshire Fireproof Storage Co. 65
Windermere Storage Co
Y
Young, William105



Did you know that

### WOOD WOOL PADS

cost less and give more protection than the so-called

#### **FELT PADS?**

Did you know that nothing beats wood wool (baled) for packing glass and china safely?—and for all high grade packing?

### TRY WOOD WOOL

made by the makers of

### EXCELSIOR PADS BALED EXCELSIOR

How's

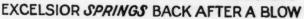
your

supply?

### H.W. SELLE & Co.

1000-1020 N. Halsted St. CHICAGO







A fleet of good trucks is an increasingly profitable investment

WALKER VEHICLE COMPANY

LEADING MANUFACTURER OF ELECTRIC STREET TRUCKS CHICAGO

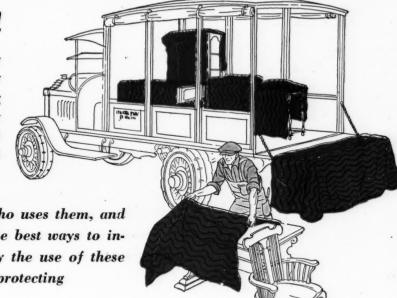
WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY POUTES

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

### THEY PAY!

They pay by the money they actually save and make—they pay by thoroughly protecting furniture from damage, by advertising your business and by saving time, labor and good customers.



Ask any furniture man who uses them, and he will tell you one of the best ways to increase your business is by the use of these soft, durable, all-protecting

### PIONEER FURNITURE PADS

Pioneer Furniture Pads are pioneers in the true sense. From the beginning nothing but the best, most durable materials have been used to give them their remarkably long life and perfect protective qualities.

And now, for even greater strength and service, they are made with our exclusive wave-stitch design. Be sure to order the quantity you can use now —today!



LOUISVILLE BEDDING CO., Incorporated LOUISVILLE, KENTUCKY

#### Order From This List

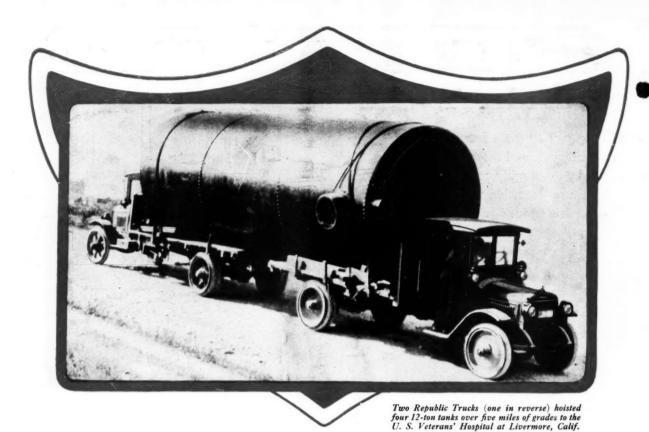
Pioneer Pads, covered with extra strong and heavy khaki drill (3¾ yards to a pound) are made in the following sizes, your name neatly stenciled on each pad when requested on orders of twelve or more:

36"x68", about 45 lbs., per doz.\$16.50 52"x68", about 75 lbs., per doz. 24.50 68"x80", about 100 lbs., per doz. 32.00

The 68"x80" size is the most practical for miscellaneous use, but you should have a few small sizes.

Write for prices on Pioneer Music Cabinet Pads and special Pioneer Pads for tables and beds.

SAVE TIME, MONEY, LABOR AND CUSTOMERS





Far better cooling and far better appearance are both achieved by new Republic Radiators



The shackle bolt is relieved of doing duty as a tie rod — a valuable refinement

### Republics Will

HAULING 12-ton tanks—4 of them—up 5 miles of mountainside is something your trucks may never need to do. But any Republic will do any trucking better. That is why Republic has more trucks in use than any other exclusive truck maker.

Far from resting on this established reputation, the Republic line has been made even more comprehensive to meet the most specialized needs—Republic engines have been made still more powerful and economical through application of advanced principles—Republic frames, radiators, brakes, cabs, wheels and even tires have undergone scientific revision.

Users of the many five, eight, and ten-year-old Republics know that there cannot be any more economical transportation—except the latest Republics.

REPUBLIC MOTOR TRUCK COMPANY, INC., ALMA, MICHIGAN More Trucks in Use than any other Exclusive Truck Builder

## REPUBLIC